

Historic, Archive Document

Do not assume content reflects current scientific knowledge, policies, or practices.

THE AMERICAN ELEVATOR AND GRAIN TRADE

Printed in U. S. A. Entered as second-class matter June 26, 1885, at the Post Office at Chicago, Illinois, under Act of March 3rd, 1879.

Established 1888

PUBLISHED BY
Mitchell Brothers Publishing Co.

A MONTHLY JOURNAL DEVOTED TO THE ELEVATOR AND GRAIN INTERESTS.

One Dollar Per Annum
SINGLE COPIES, 15 CENTS

VOL. XLV

431 South Dearborn Street, Chicago, Ill., July 15, 1926

NO. 1

Of Course

We want your business but we want it on a basis that will pay you as well as ourselves. We want it because we have proper facilities for handling it.

Don't be satisfied with slow returns or poor service; send your shipments to

McKENNA & DICKEY

GRAIN

60 Board of Trade
CHICAGO

GRAIN DRIERS
FEED MIXERS
FEEDERS
STEAM COILS
COOKERS
MOLASSES HEATERS
SPECIAL DRY-



ROTARY DRIERS
TRUCK DRIERS
STERILIZERS
FANS
STEAM TRAPS
OAT BLEACHERS
ING APPARATUS

WILLEY ELLIS COMPANY

Successors to
THE ELLIS DRIER COMPANY
1201-1229 So. Talman Avenue CHICAGO, U. S. A.

SAVE MONEY

Rebuilt Electric Motors

All sizes—A. C. & D. C. Motors in stock, from ¼ horse power to 50 horse power. Exhaust fans, belt and motor driven blowers. Compressors and machine tools for the repair shop.

All our motors carry the "Midland Guarantee." Satisfaction or your money back.

Rebuilt Leather Belting

All sizes from 1" to 8" in stock. Single or double ply.

Let us quote you on your shop needs.

Midland Equipment Co.

612 W. Van Buren St.
CHICAGO, ILL.

DRIED BUTTERMILK

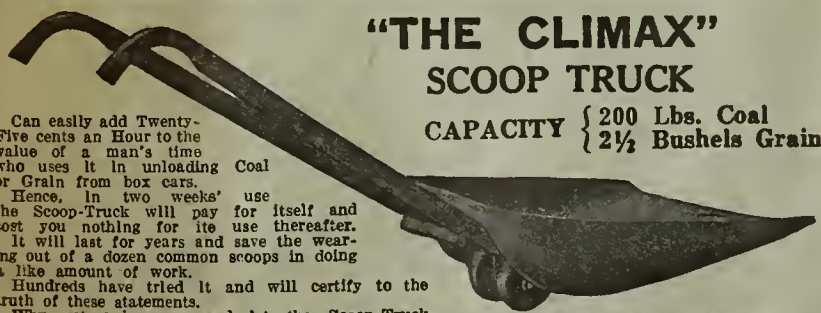
Direct from 18 Plants
FEED FORMULAS
FEED SYSTEM
ENGINEERS

Through 2 days of our inspection service and \$8,000 spent on plant adjustments, we saved one client \$33,000 in a year.

Plant Construction—Equipment—Inspection

S. T. EDWARDS & CO.

110 S. Dearborn St. CHICAGO, ILL.



"THE CLIMAX"
SCOOP TRUCK

CAPACITY { 200 Lbs. Coal
2½ Bushels Grain

Can easily add Twenty-Five cents an Hour to the value of a man's time who uses it in unloading Coal or Grain from box cars.

Hence, in two weeks' use the Scoop-Truck will pay for itself and cost you nothing for its use thereafter. It will last for years and save the wearing out of a dozen common scoops in doing a like amount of work.

Hundreds have tried it and will certify to the truth of these statements. Why not order now and let the Scoop-Truck be giving itself to you?

Patented July 30, 1907

PRICE: \$15.00 F. O. B. cars at factory

Detroit Scoop Truck Co., 993 Osborne Place, Detroit, Mich.

J. C. BLAYLOCK
President

H. S. KNAPP
Sec'y and Treas.

LAKE VIEW IRON WORKS

1226-1236 School Street

Fabricators of all Classes of Steel and Iron

We specialize in steel for grain elevator construction work.

Marine Towers—Hoppers—Stairs, Etc.

General Offices: 53 W. Jackson Blvd., Chicago, Ill.

GOHEEN Paint Engineers

Galvanum Paint is the only paint that can be applied directly to galvanized iron without acid wash, weathering or priming coats. It stands up under any conditions of service from 7 to 15 years, preventing all rusting and corrosion. Wide choice of colors.

Other Goheen Paint Engineering specialized coatings are; Carbonizing Coating inhibitive as well as protective for



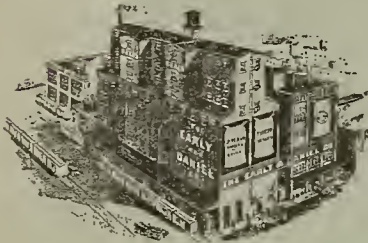
iron and steel; Highway Red, a chemically combined Red Lead Paint for iron and steel; Thermokote, a heat-resisting paint; Mill White, an Interior White for Wood, Steel, Concrete, Brick and Plaster; Concrewatum for concrete surfaces; Old Honesty for interior and exterior wood. And many others expertly designed for specific uses. Write for detailed information.

GOHEEN CORPORATION of N. J. Paint Engineers since 1888 Newark, N. J.

Grain Driers

What Investigation Means

ESTABLISHED 1881


THE EARLY & DANIEL CO.
INCORPORATED
MANUFACTURERS OF
TUXEDO FEEDS
RECEIVERS & SHIPPERS
OF
GRAIN AND HAY

CINCINNATI, April 30, 1926

Brown Milling & Produce Co.,
Charleston, W. Va.

Gentlemen:-

We have been told that you are using a Randolph Drier
in your plant. *O.K. it is a wonder.*

We contemplate putting a large drier in our new 1,000,000
bushel elevator we are constructing at Indianapolis, Ind. Of
course, we are looking for the very best.

Install the Randolph and you will have it.

Will you kindly give us your experience with the Randolph,
or any other make with which you might be familiar?

We have found it to do all more than claimed.
We thank you in advance and hope we may some time be in your
position to return the favor.

Yours very truly,

THE EARLY & DANIEL CO.

HLE:EI

*The most satisfactory Drier ever, is our
honest belief. We very strongly urge you
to install a Randolph for satisfaction and
profit. Brown.*

The above firm used two steam driers of different makes,
and after investigating the Randolph Direct Heat Grain Drier
placed their order for one of our thousand bushel per hour capa-
city driers for their new million bushel elevator at Indianapolis.

This Is the DRIER Without a Boiler

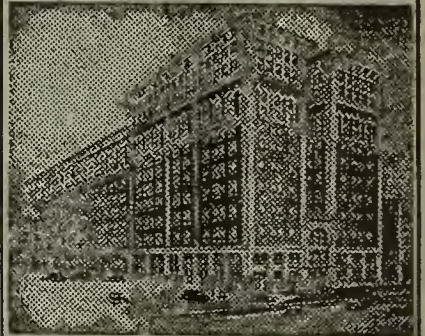
Never in the twelve years of manufacture of Randolph Driers has there
been a Randolph removed and replaced by any other make—once a user of
Randolph Driers always a user. You owe it to yourself to investigate the
Randolph Drier. Made in all sizes from 60 to 1,000 bushels per hour capacity.

Manufactured by

O. W. RANDOLPH COMPANY
TOLEDO, OHIO, U. S. A.

You'll Appreciate

- the Attractive Rates
- the Dining Facilities
- the Handy Location



500 Rooms

Room without Bath . \$2.00 and up
Room with Bath . . \$2.50 and up
Double Room and
Bath \$4.00 and up
Room with two single
beds and Bath . . . \$5.00 and up
RESTAURANT-COFFEE SHOP
Service at all times 6 a. m. un-
til midnight.

POPULAR PRICES

Hotel Baltimore

 12th Street and Baltimore Ave.
 KANSAS CITY, MO.

WHY-A-LEAK —STOP IT—

BAD ORDER CARS

cause the loss of many hard earned
dollars to shippers of grain and seed.

MUCH OF THIS LOSS can be saved
by the use of Kennedy Car Liners.
These car liners practically condi-
tion a bad order car and enable
shippers to load cars that otherwise
would be rejected.

KENNEDY SYSTEM of car liners
prevents leakage in transit and are
made for all cases of bad order cars,
consisting of full Standard Liners,
End Liners and Door Liners.

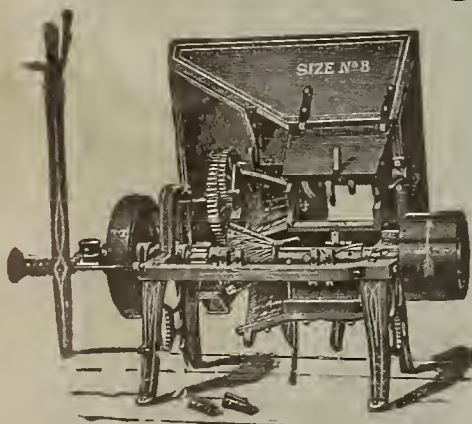
WILL YOU NOT give us an oppor-
tunity to submit full details of our
system and the low cost for this
protection?

**THE KENNEDY CAR LINER &
BAG COMPANY**

SHELBYVILLE, IND.

Canadian Factory at Woodstock,
Ontario

Make Feed Grinding More Profitable!


**Bowsher's "Combination"
Mills do this**

Because their large capacity,
cone-shaped grinders and positive
self ear feeders are properly de-
signed to direct every ounce of
power energy to the actual reduc-
tion of the grain.

Crush and Grind ear corn,
husked or unhusked, alone or
mixed with any kind of small
grain in any desired proportion.
Reduce the material to any fine-
ness desired for feeding purposes.

11 Sizes, 2 to 25 H.P.

Sold with or without Sacking
Elevator.
The N. P. Bowsher Co., South Bend, Ind.

WE CAN NOW SUPPLY

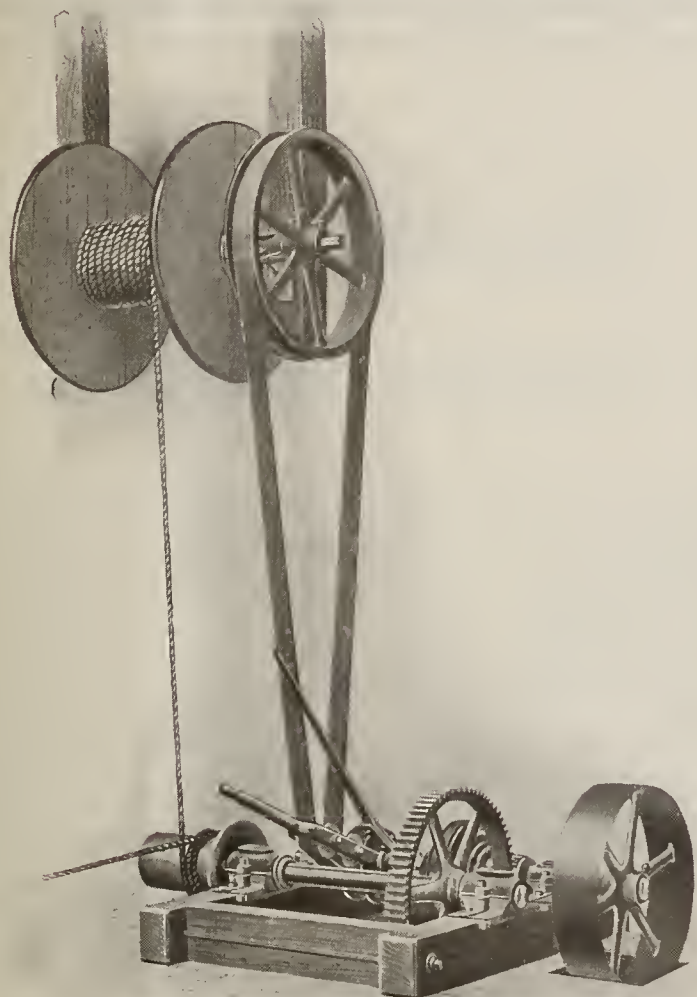
Elwood's Grain Tables

Show the value of any number of bushels or pounds
of WHEAT, RYE, OATS, CORN OR BARLEY at
any given price from 10 cents to \$2.00 per bushel.
One of the most useful books ever offered to millers.
Indorsed by prominent millers and grain dealers.
Bound in cloth, 200 pages. Mailed on receipt of
price.

\$2.00
Mitchell Brothers Publishing Co.
 431 S. Dearborn St. Chicago, Ill.

Nordyke & Marmon Company

POWER CAR PULLER



For convenience in spotting empty cars and moving single or trains of loaded cars, the Nordyke & Marmon Company Spur Gear Car Puller, pictured above, will be found most useful and dependable.

It is built in three sizes ranging in capacity from one to twenty loaded cars on level track, and is supplied either with or without rope winding spool and attachments. Plain jaw or friction clutch release on drive shaft is optional.

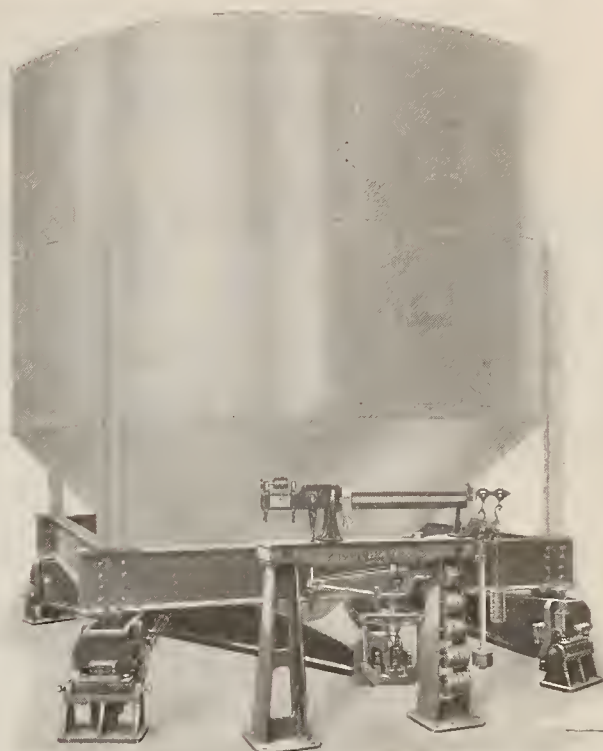
NORDYKE & MARMON COMPANY

Established 1851

Indianapolis

Indiana

AMERICA'S LEADING MILL BUILDERS



As mighty as it looks

The massive construction and workmanlike design of the Fairbanks Type "S" Solid-Lever Hopper Scale is apparent at a glance.

It is designed to set on stands, making it easy for the builder to place the levers in their correct position in the least time. Easy to inspect and to keep clean.

All the levers are loaded on their true center lines so that all torsion in the levers is eliminated. As a result, the Type "S" Hopper Scale is as accurate as it is rugged.

This scale—capacities 2000 bu. and 2500 bu.—is one of a number of Fairbanks Scales which cover the entire range of hopper-scale needs.

Ask for complete description.

FAIRBANKS SCALES

Preferred the  World Over

New York

Broome and Lafayette Sts.

Chicago

900 S. Wabash Ave.

And in other principal cities throughout the United States

1694

INDIANAPOLIS

Indianapolis—Your Market—A Three Times Greater Grain Market

Indianapolis, the center of grain centers, is known today as one of the most important, rapidly growing grain and hay markets in the country. Receipts of grain during the last ten years have nearly trebled in volume, due to the advantages its geographical location offers to the grain and hay producing and consuming sections of the country, its splendid railroad facilities assuring prompt returns on shipments, its large local consumption of grain by its corn and flour mills and its manufacturing industries, its increased elevator storage and drying equipment, its adequate weighing facilities and efficient inspection department. This has made Indianapolis more and more important each season for shippers and buyers of grain, hay and feed.

Movement of Grain and Hay During the Year 1925

	Receipts	Shipments
Corn	18,838,000 bushels	14,527,000 bushels
Oats	9,016,000 bushels	7,818,000 bushels
Wheat	4,527,000 bushels	2,141,000 bushels

The following Receivers and Shippers are members of
Indianapolis Board of Trade

HAYWARD-RICH GRAIN COMPANY COMMISSION AND BROKERAGE 414-415 Board of Trade Building	WM. R. EVANS, President GEO. H. EVANS, Sec.-Treas. Midwest Elevator Company Incorporated BOARD OF TRADE	FOR SERVICE—EFFICIENCY—COURTESY SHIP TO HART-MAIBUCHER CO. Consignments and Sales to Arrive
THE CLEVELAND GRAIN & MILLING CO. OPERATING FOUR TERMINAL ELEVATORS <i>Mighty Good Consignment Service</i> Ed. K. Shepperd, Manager	WALLACE-GOOD CO. Grain, Stocks, Cotton <i>Operating the James E. Bennett & Co. Wire</i> Room 118, Board of Trade Bldg.	H. E. Kinney Grain Co. COMMISSION—BROKERAGE
THE LEW HILL GRAIN COMPANY G R A I N COMMISSION, BROKERAGE Phone Main 3886		The Bingham Grain Company Receivers and Shippers of G R A I N

WELLER EQUIPMENT

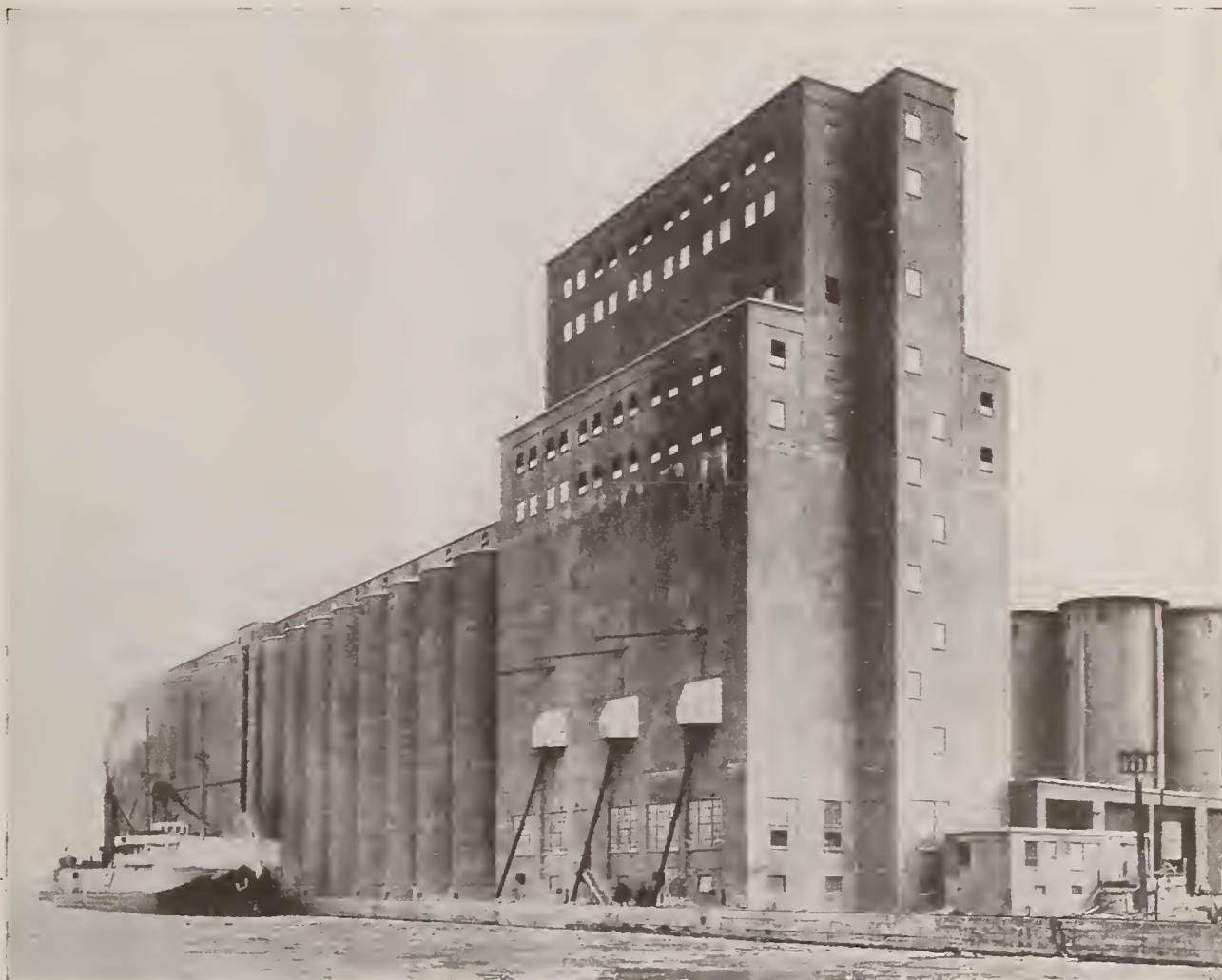
The Better Kind of Grain Handling Machinery



WE MAKE

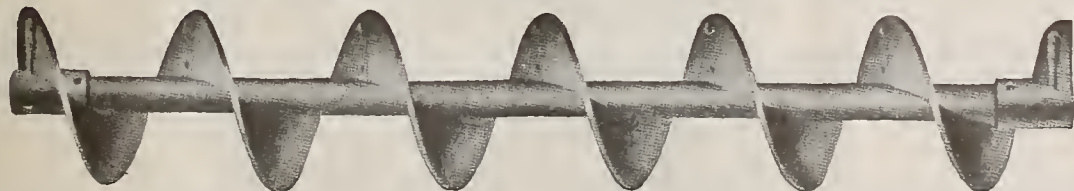
Apron Conveyors
Belt Conveyors
Drag Conveyors
Pan Conveyors
Mixing Conveyors
Spiral Conveyors
Trippers
Bucket Elevators
Elevator Buckets
Elevator Boots
Elevator Casing
Elevator Heads
Sack Elevators
Barrel Elevators
Elevator Spouts
Loading Spouts
Dock Spouts
Chain
Sprockets
Grain Cleaners
Truck Dumps
Wagon Dumps
Truck Hoppers
Power Shovels
Car Pullers
Rope Drives
Gears

Power Transmitting
Machinery



Weller made products are sold on the basis of quality. Installed in your elevator they will help you to operate at full capacity at the lowest cost for upkeep. Frequent shutdowns and waiting for repairs dissipate your profits.

WELLER SPIRAL CONVEYORS



Cold Rolled Steel Sectional Flights. Wear Long. Evenly Balanced. Run True.
Interchangeable with All Standard Makes.

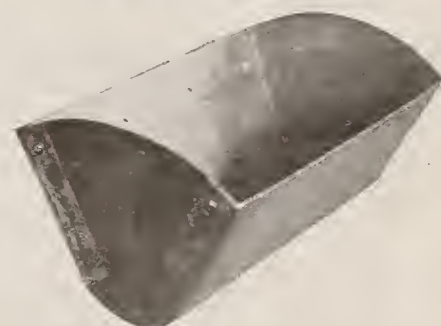
We Also Make

Aluminum, Brass, Cast Iron, Copper, Galvanized, Monel Metal and Tinned
Spiral and Ribbon Conveyors

Send Us a List of Your Requirements We Will Quote Prices

WELLER

SUPER-CAPACITY
ELEVATOR BUCKETS



Increase the capacity of your Elevator. Perfect discharge at low or high speed. Substantially constructed of heavy sheet steel, riveted at each corner and spot welded on the laps. Reinforced with extra thickness of steel on the back.

Descriptive Circular On Request.

WELLER MFG. CO.

Main Office and Works,

1820-1856 N. Kostner Ave.

Chicago, Ill.

SALES OFFICES:

NEW YORK

BALTIMORE

BUFFALO

PITTSBURGH

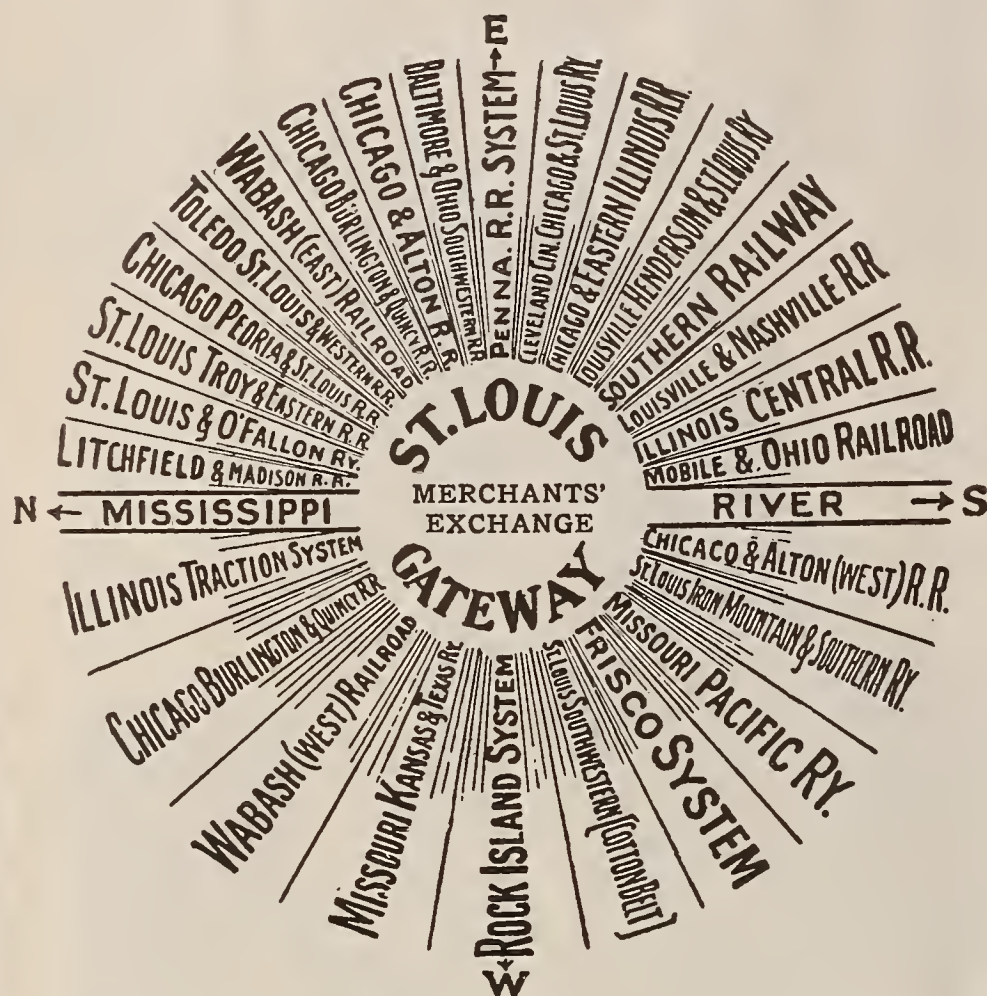
DETROIT

ST. LOUIS

OMAHA

SALT LAKE CITY

ST. LOUIS, MO.



Within a radius of 25 Miles—Center of Corn Production.
Within a radius of 250 Miles—Center of Oat Production.
Within a radius of 135 Miles—Center of Farm Area.
Within a radius of 100 Miles—Center of Farm Valuation.
Within 175 Miles—Center of Population, United States.

St. Louis One of the Greatest
Primary Grain Markets in the
United States

More than One Hundred Million
Bushels of Grain Received
Annually

Movement of Grain by Barge
from St. Louis to New Orleans
for Export a Factor in Grain
Trade

*St. Louis Leading Consign-
ment Market in United
States*

Nanson Commission Co.

(INCORPORATED)
GRAIN AND HAY

Write Us for Full
Information on
St. Louis Markets

202 Chamber of Commerce

ST. LOUIS

Consignments a
Specialty

Toberman Grain Company

GRAIN, HAY AND SEEDS

A long established house, energetic, enterprising and alert for your interests.

Let us handle your consignments

300 Merchants Exchange

ST. LOUIS, MO.

"THE CONSIGNMENT HOUSE OF ST. LOUIS"

GRAIN, HAY and GRASS SEEDS
Picker & Beardsley Com. Co.
125 MERCHANTS EXCHANGE

Robinson Telegraphic Cipher

Revised Edition

Cloth Binding \$2.00
Leather Binding 2.25

MITCHELL BROTHERS PUBLISHING CO.
431 S. Dearborn Street Chicago, Ill.

SEO. C. MARTIN, JR. President **FRED C. HOOSE** Vice-President **P. C. KNOWLTON** Sec'y & Treas.

Martin & Knowlton Grain Co.

Successors to

GOFFE & CARKENER CO.
Suite 516 Merchants Exchange, St. Louis, Mo.

G
RAIN

MARSHALL HALL GRAIN COMPANY

HANDLED ON COMMISSION
BOUGHT TO ARRIVE
SOLD FOR SHIPMENT
EXPORT

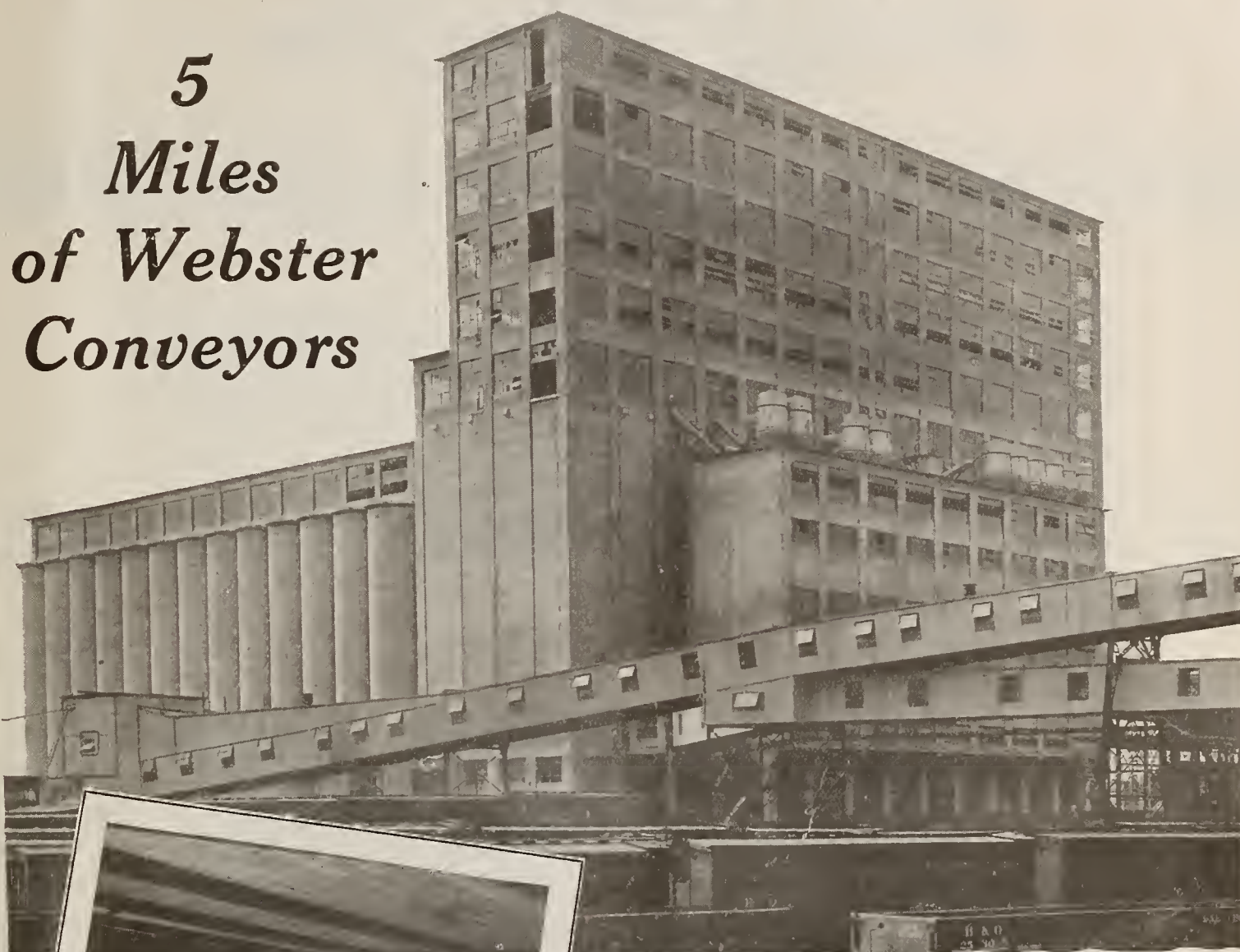
ST. LOUIS

For Milling Wheat Come to St. Louis

Best Grades of Soft Winter and Hard Red
Wheat always available. Millers for years
have found the St. Louis Market most satis-
factory for wheat supplies.

The Winter Wheat Market

**5
Miles
of Webster
Conveyors**



With a receiving capacity of 32 carloads of grain per hour, this great grain elevator at Locust Point, Baltimore, is probably the most modern and fastest grain handling plant in the world.

4,825 sets of Webster Troughing Carriers are in use in this great plant, making a total conveyor length of five miles. 28,000 pounds of grain are carried per minute at a speed of 800 feet per minute.

These Webster Troughing Carriers are of malleable iron with supporting angles of steel. They are simple and rugged and operate with exceptional smoothness.

The field of belt conveyor service is a vast one and requires expert knowledge in selecting the correct application for specific requirements. Webster engineers will gladly confer with you on this subject, without obligation.

THE WEBSTER MFG. COMPANY
4500-4560 Cortland Street
CHICAGO

WEBSTER-BRINKLEY CO.
SEATTLE, WASH.

WEBSTER-INGLIS, LTD.
TORONTO, ONT.

WEBSTER



"Eureka"

"Invincible"

Grain

Cleaning

Machinery



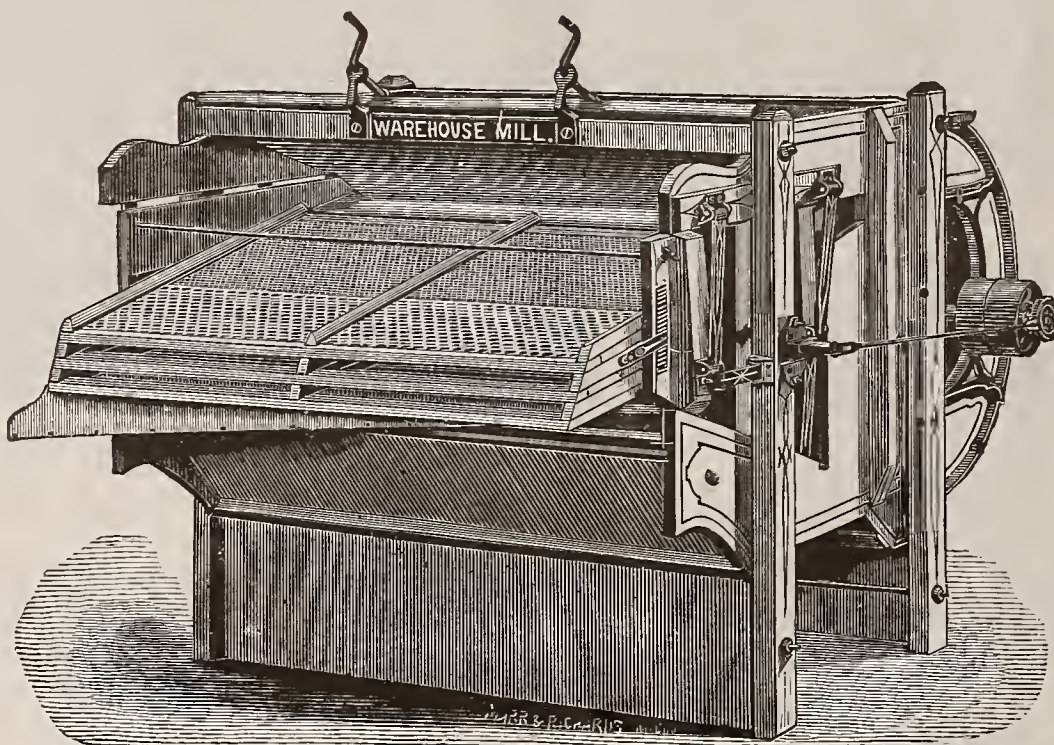
Concerning Our Recent

PURCHASE OF THE JOHNSON & FIELD BUSINESS

the Racine Journal-News published the following:

"When Mr. Barbeau was interviewed by a representative of this paper he said there would have been no incentive in taking over this business had it not been for the wonderful reputation enjoyed by the machine. With such a good name and splendid record behind them there naturally would be less sales resistance to combat. With our modern production facilities in the east we expect to build the J. & F. grain cleaners in large volume and by reason of an improved product to carry the fame of the J. & F. machines much farther afield."

The Johnson & Field No. 3 Warehouse Mill with automatic bagger will make more money for owners of small country elevators. Think of it! A 200 to 300-bushel machine complete to the last detail, for the low price of \$107.



The Johnson & Field Mill will clean any grain or seed

The combination type here shown is a blast and suction machine featuring variable strength air currents and adjustable sieve travel. Costs half as much as a receiving separator and does better work.

REPRESENTATIVES:

Wm. Watson, 10343 So. Campbell Ave., Beverly Hills Manor, Chicago.
J. Q. Smythe, 3142 Bellefontaine St., Indianapolis, Ind.
F. E. Dorsey, 3850 Wabash Ave., Kansas City, Mo.,
Bert Eesley, Box 363, Fremont, Ohio
Dwight Dill, 700 North Winnetka Ave., Dallas, Tex.

Geo. M. Boss, Grand Hotel, New York City.
S. W. Watson, 123 Maplehurst Ave., Syracuse, N. Y.
W. M. Mentz, Sinks Grove, W. Va.
B. M. Estes, 1429 Allston St., Houston, Tex.
Strong-Scott M'fg. Co., 413 So. Third St., Minneapolis, Minn.

S. HOWES CO., Inc.

INVINCIBLE GRAIN CLEANER CO.
SILVER CREEK, N.Y.

"EUREKA"

"INVINCIBLE"

GRAIN

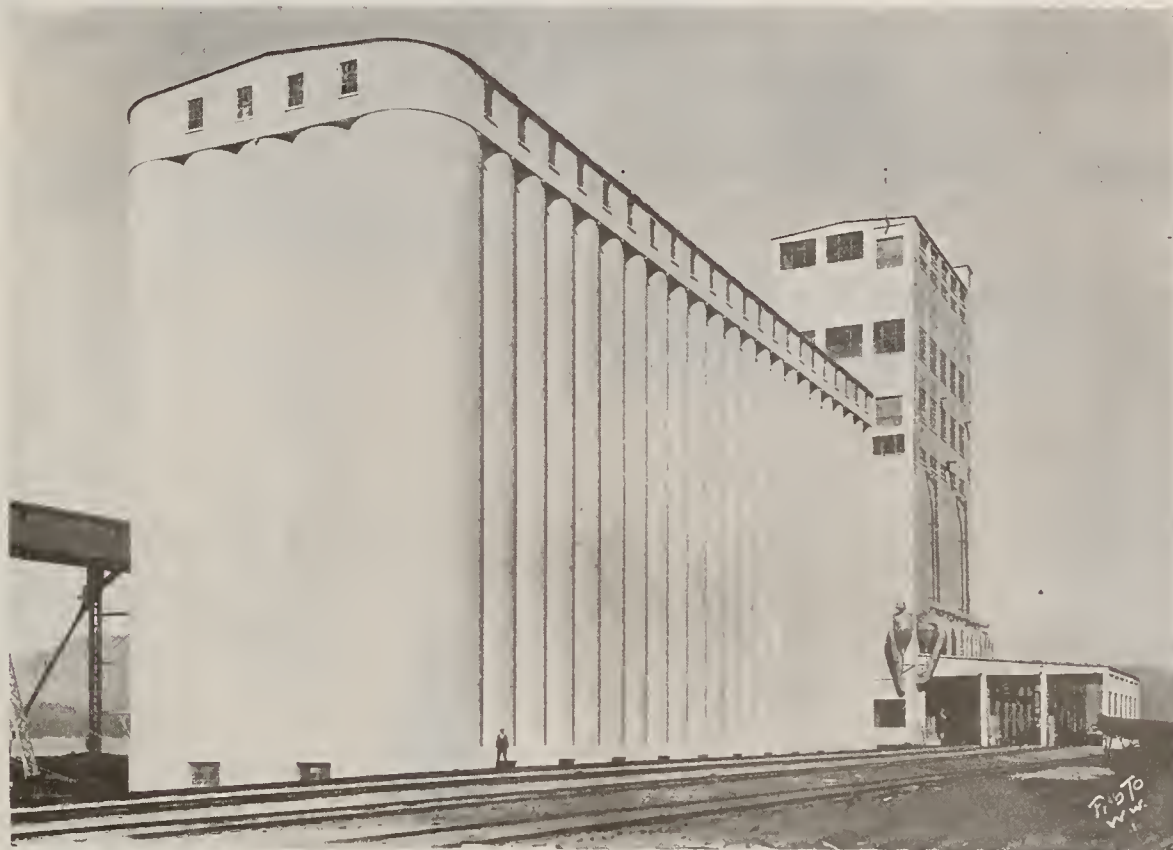
CLEANING

MACHINERY





IN CANADA'S NEWEST ELEVATOR



Canadian Government Elevator, Prince Rupert, B. C.

The designers of the new elevator at Prince Rupert, erected to handle the potentially enormous grain crops of the Peace River Valley, specified MORSE SILENT CHAIN DRIVES as the transmission in the new house. Forty-five electric motors deliver $1,327\frac{1}{2}$ horsepower by means of Morse Chains. Government engineers O. K.'d this specification because they know that Morse Chains have no rival in power, economy and dependability.

Publication No. 28 shows many applications of Morris Silent Chain Drives in prominent elevators. Write for a copy.

MORSE CHAIN COMPANY ITHACA, N. Y., U. S. A.

ATLANTA, GA.....702 Candler Bldg.,
Earl F. Scott & Co.
BALTIMORE, MD.....1402 Lexington Bldg.
BIRMINGHAM, ALA.....Moore-Handley Hdwe. Co.
BOSTON, MASS.....141 Milk St.
BUFFALO, N. Y.....Ellcott Square Building
Maurice R. Hart, Mgr.
CHARLOTTE, N. C....404 Commercial Bank Bldg.
CHICAGO, ILL.....112 W. Adams St.
CLEVELAND, OHIO.....421 Engineers Bldg.

DENVER, COLO.....211 Ideal Bldg.
DETROIT, MICH.....7601 Central Ave.
LOUISVILLE, KY.....516 W. Main St.,
E. D. Morton Co.
MINNEAPOLIS, MINN.....413 Third St.
Strong-Scott Mfg. Co.
NEW ORLEANS, LA.....
Queen & Crescent Bldg., 334 Camp St.
A. M. Lockett & Co., Ltd.

NEW YORK, N. Y.....50 Church St.
OMAHA, NEB.....727 W. O. W. Bldg.
D. H. Braymer Equipt. Co.
PHILADELPHIA, PA.....803 Peoples Bank Bldg.
PITTSBURGH, PA.....Westinghouse Bldg.
SAN FRANCISCO, CALIF.....Monadnock Bldg.
ST. LOUIS, MO.....2137 Railway Exchange Bldg.
TORONTO, 2, ONT., CAN...50 Front Street, E.
Strong Scott Mfg. Co.
WINNIPEG, MAN., CAN.....Dufferin St.
Strong Scott Mfg. Co.



Eighteen years' Service



The Champion Fibre Company

MILLS, CANTON, NORTH CAROLINA
SALES OFFICE, HAMILTON, OHIO

CANTON, NORTH CAROLINA
B. rel. 5, 1525

Diamond Rubber Co.,
Atlanta, Ga.

Gentlemen:

You are no doubt always notified when a belt which you have furnished has failed to give satisfactory service, and in the event of a failure in our plant, we would not hesitate to let you hear from us. Therefore, it is only fair to let you know when a belt has been entirely satisfactory.

In April 1907, we placed on our steam engine driving #3 Dryer in our pulp mill, a Diamond Belt, length 79' 6" x 18" wide 8 ply, driving pulley 120" diameter, 110 R.P.M., driven pulley 80" diameter, 165 R.P.M. This belt was in continuous service from about the 1st of April 1907 until February 14th, 1925 -- practically 18 years actual service.

We thought you would be interested in having this information.

Yours very truly,

THE CHAMPION FIBRE COMPANY

Treasurer.

CSB:SLW

WHEN a belt of any sort,
on any drive, sticks to its
job for eighteen years—

And when a company of
the high standing of the
Champion Fibre Company
writes an unsolicited letter
such as we reproduce here—

It is worth some mighty
careful thought on the part
of men who are burdened
with the responsibility of
buying belting.

Investigate as far as you like
and you will find Diamond
averaging *better*, fighting
harder, cutting off a little
more of those production
costs.

The performance records
prove Diamond superiority.
We are perfectly willing to
rest our case upon them.

DIAMOND RUBBER CO., Inc.
Akron, Ohio

Atlanta	Chicago	Kansas City	New York
Boston	Dallas	Los Angeles	Seattle
	Philadelphia	San Francisco	

Diamond



Manchester Ship Canal Elevator
Manchester, England
Capacity 1,500,000 Bushels
Completed 1914



Buenos Aires Elevator Co.
Buenos Aires, Argentina
Capacity 750,000 Bushels
Completed 1920



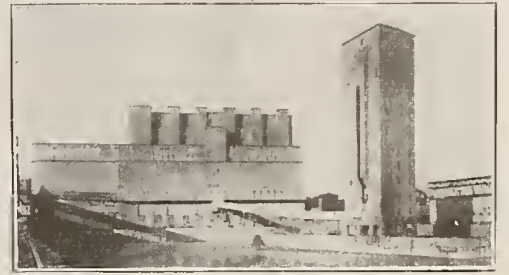
John S. Metcalf Co. Grain Elevator Engineers



Chicago & North Western Railway Elevator
South Chicago, Illinois
Capacity 10,000,000 Bushels
Completed 1920

OFFICES:

Chicago, Illinois, - - - 111 W. Jackson Blvd.
Montreal, Canada, - 54 St. Francois Xavier Street
Melbourne, Australia, - - 395 Collins Street
Vancouver, B. C., - - - 837 W. Hastings St.



Harbour Commissioners Elevator No. 2
Montreal, Quebec
Capacity 2,600,000 Bushels
Completed 1912



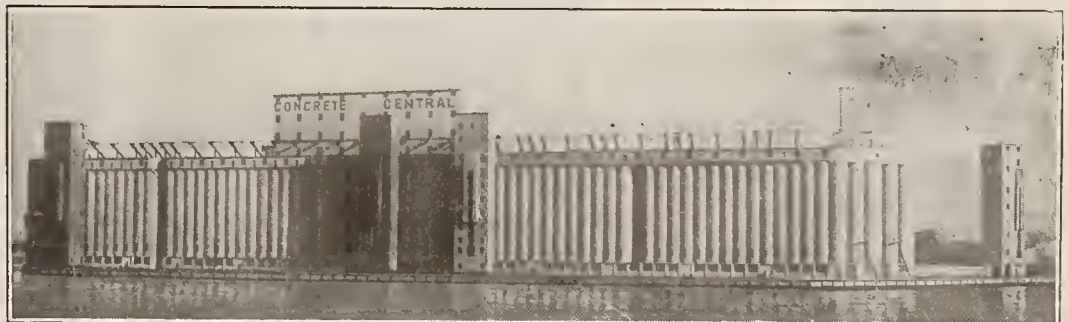
Sydney Terminal Elevator
Sydney, Australia
Capacity 6,400,000 Bushels
Completed 1921



MONARCH

Built Elevators
Assure You
Economical Design
First Class Work
Efficient Operation
and
Satisfaction
Let Us Submit
Designs and Prices

One of the Modern Houses Which Has Made a Record
for Rapid and Economical Handling
CONCRETE CENTRAL, BUFFALO, 4,500,000 Bu.



MONARCH ENGINEERING CO.

BUFFALO, N. Y.



The Barnett & Record Company GENERAL CONTRACTORS

Designers and Builders of

Grain Elevators, Flour Mills and Heavy Structures

Reinforced Concrete and Steel Ore Dock constructed at Superior, Wisconsin, for the Allouez Bay Dock Company. Entirely Fireproof.

Write for Designs and Estimates

OFFICES:

Minneapolis, Minn.

Duluth, Minn.

For. William, Ontario

MACDONALD ENGINEERING COMPANY

CONSTRUCTING ENGINEERS

Designers and Builders of

**GRAIN ELEVATORS, FLOUR
MILLS, WAREHOUSES, ETC.**

We Have Specialized in

**CONSTRUCTION IN THIS FIELD FOR
MORE THAN 40 YEARS**

Sketches and Estimates Gladly Furnished

MAIN OFFICE

53 West Jackson Boulevard, Chicago

BALTIMORE KANSAS CITY SAN FRANCISCO TORONTO

Missouri Pacific Railroad Co.

**2,500,000 Bu. Concrete Grain Elevator
ST. LOUIS, MO.**



Designed and Built by

FOLWELL-AHLSKOG CO.

ENGINEERS AND CONSTRUCTORS

323 No. Michigan Ave.

Chicago, Ill.



in **St. Louis stop at the HOTEL JEFFERSON**

[12th & Locust Sts.]

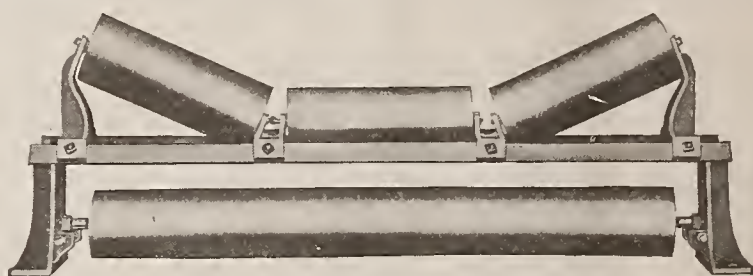
**Located
in the Heart of the
Business and
Theatrical Districts**

RATES

**Single \$2.50 Per Day and Up
Double \$4.00 Per Day and Up**

Garage Opposite Hotel

**LYMAN T. HAY
PRESIDENT**



MONARCH ANTI-FRICTION BELT CONVEYOR IDLER

A rugged, power saving, alemite equipped roller bearing conveyor idler designed, not only to reduce grain handling costs, but also operating and maintenance expense.

This new Monarch Conveyor line is representative of the complete line of trippers, sheet metal work power transmission and other grain handling equipment made by the Monarch Mill Builders.

Full information on request

SPROUT, WALDRON & Co.

1202 Sherman St., Muncy, Pa.

Chicago Office: 9 S. Clinton St. Kansas City Office: 612 New England Bldg. San Francisco Office: 726 Harrison St.



JONES-HETTELSATER CONSTRUCTION CO.

Designers and Builders

**MILL BUILDINGS :: ELEVATORS
FEED PLANTS**

708-9 Mutual Building, Kansas City, Mo.

Reliance Construction Company

**Furnish Plans, Estimates and Build
COUNTRY GRAIN ELEVATORS**

Our long experience as a builder of elevators insures you an up-to-date house. Write today.

Board of Trade Building,

INDIANAPOLIS, IND.

Burrell Engineering & Construction Co.

**Designers of Grain Elevators, Flour
Mills and Associated Buildings**

513 West Jackson Boulevard

Chicago, Ill.

ARE YOU WORRIED

about the condition of that grain in your bins?

Let us equip your storage with a

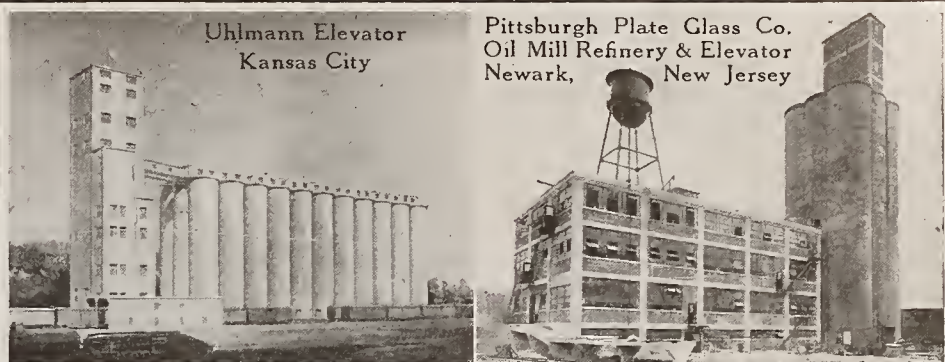
Zeleny Thermometer System

to tell you the exact condition of
the grain and cut out the worry

Over 150 Elevators Equipped

Write for Description

ZELENY THERMOMETER COMPANY
542 South Dearborn Street Chicago



JAMES STEWART & COMPANY, Inc.

1210 Fisher Bldg.
Chicago, Ill.

**Designers and Builders
Grain Elevators**

**W. R. SINKS
Manager**

In all parts of the world

*Every day in every way we are designing and building better and better Grain Elevators.
We have built for many of your friends—Eventually we will build for you. Why not now?*

L. A. STINSON CO.

Engineers and General Contractors

**ELEVATORS, MILLS AND WAREHOUSES
COMPLETE**

332 So. La Salle Street Chicago, Ill.

General Overhauling and Improvements

2,500,000-Bushel Terminal Grain Elevator

Designed for

The Philadelphia Grain Elevator Company

PORT RICHMOND

PHILADELPHIA

PENNSYLVANIA

BY

**FEGLES CONSTRUCTION
COMPANY, Ltd.**

Engineers

Contractors

**MINNEAPOLIS, MINN.
FORT WILLIAM, ONT.**



Baltimore & Ohio
Terminal Grain Elevator
Baltimore, Md.

Constructed by

THE **M. A. Long** CO.

The Long Building
10 W. Chase St.

Baltimore, Md.

Engineers and Constructors
Grain Elevator Department



*The Most Efficient Grain Handling
Plant in the World*

Capacity 3,800,000 Bushels

TO ELEVATOR MANAGERS

Something you have been looking for. A machine to clean out elevator boot from work floor. H. H. PARLIAMENT, Henry, S. D.



Humphrey Elevator

Horse Power is Cheaper Than Man Power

and mighty little horse power saves a lot of man power when you install the Humphrey Employees' Elevator. You profit by the time and energy your men save.

Can be run continuously or only when needed, from your line shift or a 3 to 5 H. P. motor. Write for complete information.

There Is Only One Genuine
Humphrey Elevator

Humphrey Elevator Co.
815 Division St. Faribault, Minn.



CAPACITY 800,000 BUSHELS

THOSE CONCERNED

Or even casually interested in concrete grain storages notice and usually comment on the accurate alignment, smooth walls, and clean cut appearance of

POLK SYSTEM BINS

We Design and Erect

Send us your inquiries.

POLK GENUNG POLK CO.

FORT BRANCH

INDIANA

ENCLOSED VENTILATED ELECTRIC MOTORS

Are specially adapted to Flour Mill and Grain Elevator purposes.

No burnouts or breakdowns from dust clogged windings!

No daily job of blowing dust out of the motor!

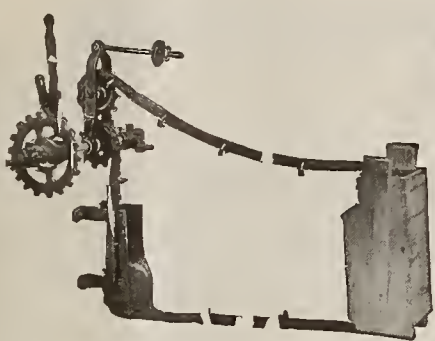
NO FIRES!

ATTRITION MILLS ARE NOW BUILT
WITH DIRECT CONNECTED EN-
CLOSED VENTILATED MOTORS.

Mutual Fire Prevention Bureau

230 East Ohio Street
Chicago, Illinois

Representing the MILL MUTUAL FIRE INSURANCE COMPANIES

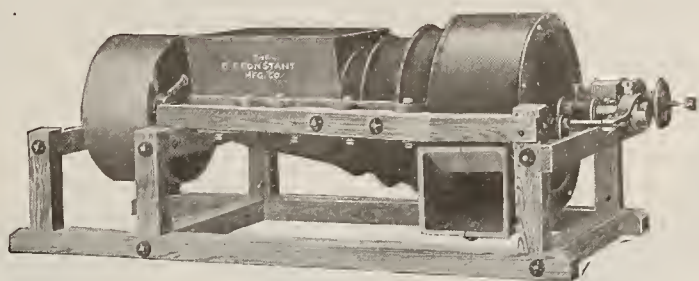


Get Your Grain in—and the Farmer Out—in a Hurry. The Cost Is No More.

Here is your combination for speed and insurance against the costly "Choke-up."

The U. S. Chain Conveyor and Feeder
The U. S. Pitless Corn Sheller
The U. S. "V" Type Elevator Bucket

We build our chain feeders to deliver the capacity of U. S. sheller which is sufficient endorsement of durability and capability.



The "V" bucket completes a U. S. Sheller installation by giving the increased elevating capacity required. Manufactured in all sizes with dies stamping the bucket at one operation from a single sheet of metal.

Priced accordingly

Statement by Owner

"The U. S. Sheller has devoured everything from cog wheels to 40 feet of drag chain and seems to like it. Leaves the cobs cleaner and in better size than other shellers we are operating."



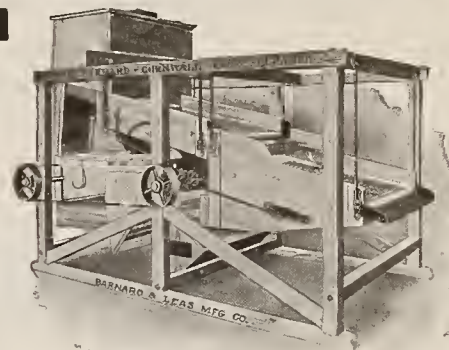
CONSTANT XXth CENTURY CORPORATION

Manufacturers of Grain Elevator Equipment and XXth Century Flour Mills

BLOOMINGTON, ILL.



BARNARD-MOLINE EQUIPMENT FOR GRAIN ELEVATORS, FEED PLANTS AND CORN MILLS



A FEW SUGGESTIONS

Corn Shellers
Corn Cleaners
Combined Corn Shellers and Cleaners
Dust Collectors
Ear Corn Crushers
Employees Belt or Service Elevator
Fans
Feeders
Feed Packers
Feed Screens
Manlifts
Mills, Roller Feed
Separators, Grain
Separators, Magnetic
Scourers

Belting, all kinds
Belt Supplies
Belt Conveyors
Car Pullers
Distributing Spouts
Dumps, Wagon and Truck
Elevator Heads, Boots and Legging,
both Wood and Steel
Hopper Bottoms
Loading Spouts
Perforated Metal
Power Grain Shovels
Scales, all types
Spiral Steel Conveyor
Turn Heads

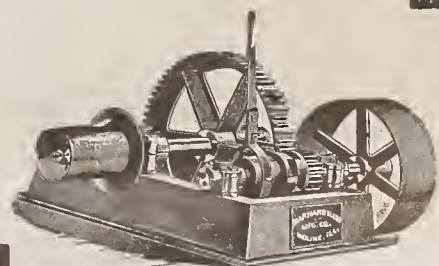
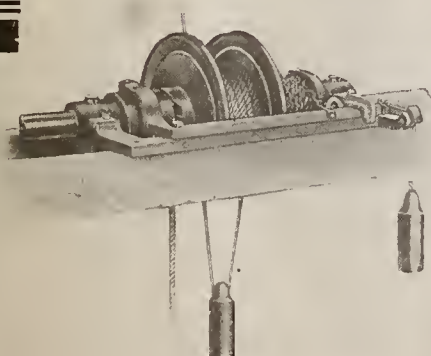
Clutches
Collars, safety set
Couplings, all types
Drop Hangers
Gears, all types
Idlers
Pillow Blocks
Post Hangers
Pulleys, Cast Iron
Pulleys, Wood Split
Rope Transmission Equipment
Shafting
Sprocket Chain
Sprocket Wheels
Tighteners

If we can serve you by supplying catalogue, bulletins, engineering information or prices, let us hear from you.

BARNARD & LEAS MFG. CO.

MOLINE, ILL., U. S. A.

Established 1860



CALDWELL ELEVATORS—CONVEYORS FOR ALL MATERIALS

**Designed and Built for Dependable Service
to Handle All Kinds of Materials Economically
Quick Service. Personal Attention. Satisfaction.**

CALDWELL PRODUCTS

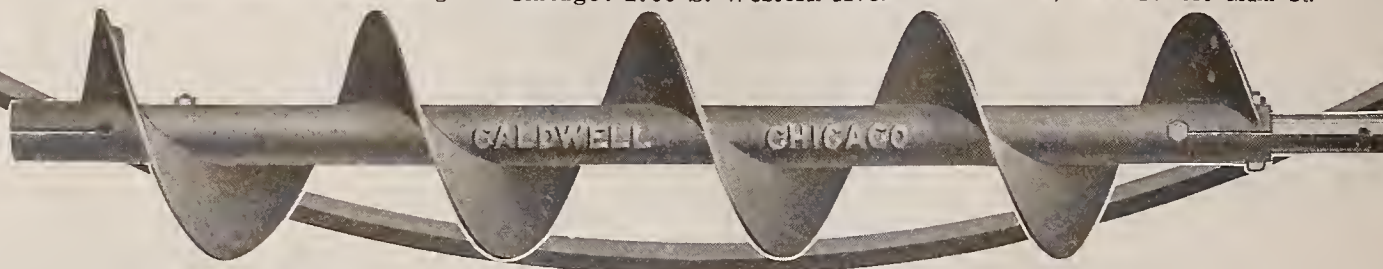
Bearings, Shaftings, Pulleys, Hangers, Car Spotters, Chains, Wheels, Buckets, Helicoid Conveyor and Accessories, Belt Conveyors, Chain Conveyors, Elevator Buckets, Boots and Casings, Etc.

H. W. CALDWELL & SON CO. LINK-BELT COMPANY, OWNER

NEW YORK: 2676 Woolworth Bldg.

Chicago: 1700 S. Western Ave.

DALLAS, TEXAS: 810 Main St.



WALLS, BINS and GRAIN ELEVATORS

By MILO S. KETCHUM

Second Edition. 556 pp., \$5.00

Design and construction are covered completely in this book. The new edition brings it up to the minute with fresh data, new cuts, and a modern treatment throughout. Over 150 pages were added to the old edition. The new chapters on "Reinforced Concrete" and "Methods of Construction and Cost of Retaining Walls" are especially valuable. It is the standard work on stresses due to granular materials.

MITCHELL BROS. PUBLISHING CO., 431 So. Dearborn St., Chicago, Ill.

THE MANHATTAN RUBBER MFG. COMPANY

Executive Offices and Factories
Passaic, New Jersey

Manufacturers of Mechanical Rubber Goods of all kinds.
Specialists on Conveyor and Elevator Belting

Branches in leading cities of the United States

When in CHICAGO

Enjoy your stay—at the superb new

MORRISON HOTEL

The Tallest Hotel in the World
Forty-six Stories High

Closest in the City to Offices, Theatres,
Stores and Railroad Stations

Home of the Boston Oyster House

1944 Rooms, Each with Bath

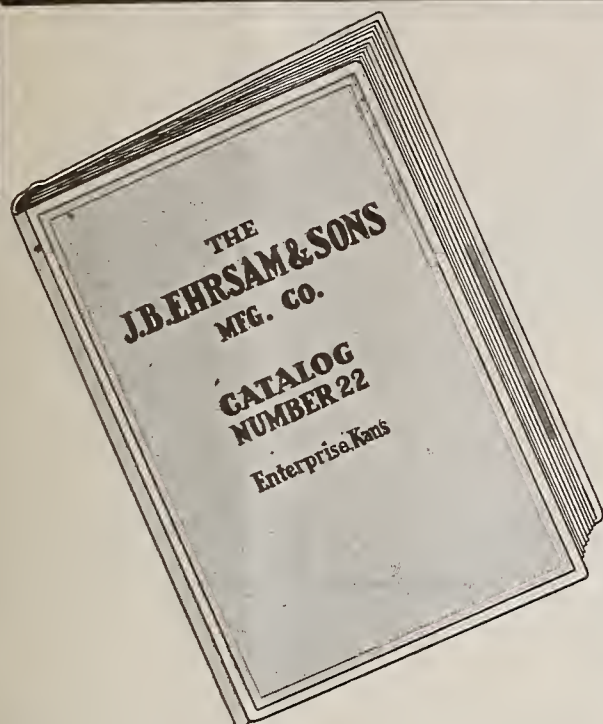
Lowest Rates

ALL rooms are outside, each with bath, running ice water, bed-head lamp, and Servidor. A housekeeper is stationed on each floor. All guests enjoy garage service. The famous Terrace Garden entertainments are broadcast daily from WSWS.

Write or wire for reservations



The New Morrison, when completed, will be the world's largest and tallest hotel, 46 stories high, with 3,400 rooms.



MAKE EQUIPMENT BUYING EASIER

THE Big 400 Page "Ehrsam" Catalog shows practically everything needed or required for use in connection with the operation of Mills or Elevators. And in addition to showing "Ehrsam" Equipment, many statistical tables and other valuable information is shown.

EHRSAM

GRAIN HANDLING AND MILLING EQUIPMENT

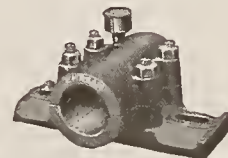
For over 50 years—in fact since 1872, the name "Ehrsam" has been synonymous with quality equipment for mills and elevators. Manufactured complete in modern and up-to-date plants by skilled workmen—"Ehrsam"

Equipment is as good as can be produced. Expert "Ehrsam" Engineers will be glad to counsel and advise with you on your equipment problems—without obligation. Why not write us today.

J. B. EHRSAM & SONS MFG. CO.

ENTERPRISE, KANS.

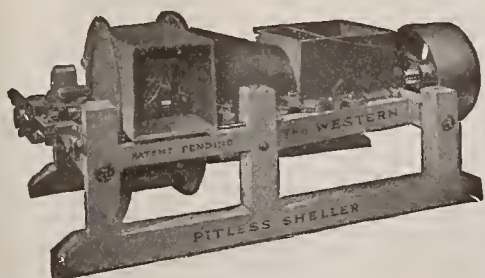
Manufacturers of Machinery for Flour Mills; Grain Elevators; Cement Plaster Mills; Salt Plants; Coal Handling and Rock Crushing Systems; Fertilizer Factories; Power Transmission, Elevating and Conveying Equipment.



REPAIR NOW
FOR
HARVEST BUSINESS
WE CAN FURNISH ANYTHING YOU
NEED TO PUT YOUR PLANT IN
FIRST CLASS CONDITION

WESTERN

**Grain Elevator Machinery
Shellers and Cleaners**



UNION IRON WORKS, DECATUR, ILL.

HESS PNEUMATIC GRAIN DRIERS

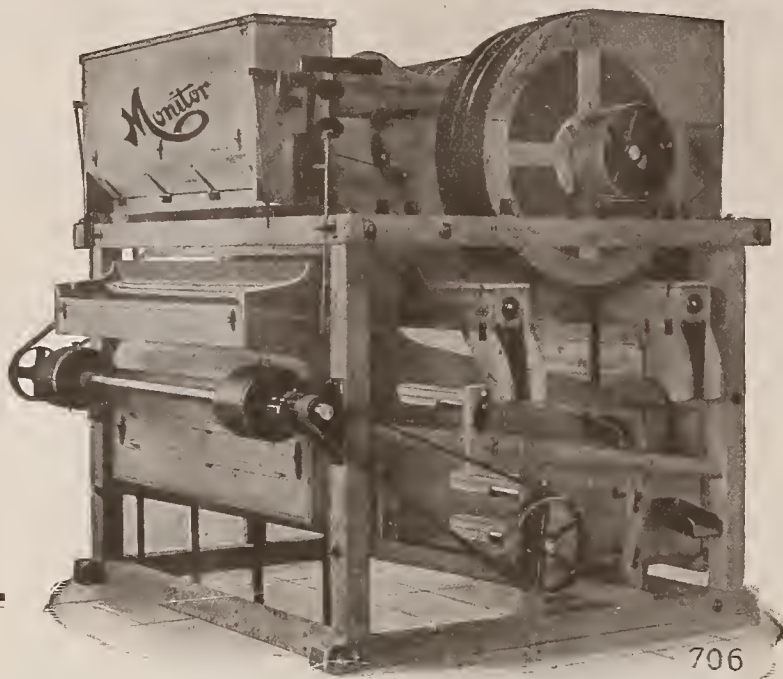
Used everywhere.

NONE BETTER

For twenty-five years this drier has led all others in efficiency, economy and convenience. Made in various sizes, suitable for all grain drying needs. Tell us your wants.

Hess Warming & Ventilating Co.

1210 So. Western Ave., Chicago



The Machine They Judge by

In any class of machinery, there is always one outstanding machine that others are judged by.

In Grain Cleaning machinery, the MONITOR stands so high that it is used as a comparison to determine the worth of others. The usual result is the selection of the MONITOR.

You Grain Handlers are acquainted with the large Terminal Elevators where grain is handled and cleaned in great quantities. Check up all those built and fitted with cleaners in the past few years. Almost (and that means 98%) all of them put in the MONITOR. Read the description of each new house as it comes out in your trade papers and note the regularity with which MONITOR equipment is named.

You need good cleaners—use the MONITOR.

HUNTLEY MFG. CO.

[*Eventually at*
[*Brocton, N. Y.*]]

Department E
SILVER CREEK, N. Y.

OUR REPRESENTATIVES, AT YOUR SERVICE

CHICAGO
A. D. McPherson, 410 Webster Bldg.

MINNEAPOLIS
A. F. Shuler, 218 Iron Exchange

KANSAS CITY
F. J. Murphy, 732 Board of Trade

CANADIAN PLANT
Tillsonburg, Ontario

VANCOUVER, B. C.
Will Hill, 615 Credit Fancier Bldg.

J. J. Ross Mill Furnishing Co.
Portland, Ore. - Seattle, Wash.

LOS ANGELES, CALIF.
McKain Mfg. Co.

DAYTON, OHIO
W. B. Sutton, 337 W. Hudson Ave.

PHILADELPHIA, PA.
B. L. Brooks, Hanover Hotel

HIGH POINT, N. C.
C. T. Burton, 103 Woodberry St.

SAN FRANCISCO, CALIF.
John R. Gray, Inc., 723 Harrison St.

A monthly journal devoted to the elevator and grain interests.

Official paper of the Grain Dealers' National Association and of the Illinois Grain Dealers' Association.

Established in 1882.



Published on the fifteenth of each month by Mitchell Bros. Publishing Co., 431 So. Dearborn St., Chicago, Ill.

Subscription price, \$1.00 per year.
English and Foreign subscription, \$1.75 per year.

Established in 1882.

VOL. XLV

CHICAGO, ILLINOIS, JULY 15, 1926

NO. 1

Canadian Northwest Has New Terminal Elevator

Canadian Government Elevator at Prince Rupert, B. C., with 1,250,000 Bushels' Capacity, Is Ready to Draw Grain from the Peace River Valley

FORTY MILES south of the Alaskan boundary line is Prince Rupert, on the west coast of British Columbia. It is the Pacific terminus of the Canadian National Railway and is 500 miles nearer to the Orient than any other port on the Pacific Coast. In addition to this, it is two days nearer the Yukon and Alaska than any other Pacific Coast city of prominence. The climate is favorable, since it is in approximately the same latitude of Liverpool, England, which gives in this instance a mean temperature similar to that of the great shipping port on the Mersey. The influence of the Japanese Current prevents zero weather and work may proceed in the open all winter. The summer average runs around 55 degrees.

Most important, however, from the standpoint of the grain trade, is the fact that Prince Rupert is the logical outlet for the grain and other products of the Peace River Valley in Alberta and British Columbia, as well as for the already developed portions of the Prairie Provinces. Northern British Columbia lands have been held back by lack of transportation facilities, despite the knowledge that the great interior valleys contained immense areas of good agricultural lands easy to bring under cultivation. When Sir Wilfrid Laurier visited Prince Rupert over 15 years ago, he told about the aims and objects of the Grand Trunk Pacific, and said in part: "One of the chief advantages which the new trans-continental line has is the fact that it has rolled back the map of the country by at least 1,000 miles. Beyond the mountains on the Pacific Coast are lands which for agricultural wealth cannot be equalled by the best fields of the Northwest."

These lands, which Sir Wilfrid saw in his mind's eye, will have to be opened by transportation before the western part of Canada really achieves the prosperity of which it is capable. A railway through the mountains from Peace River would pass through these lands and would add to the wealth of the province as well as of the nation as a whole.

As Prince Rupert is nearer than any other point, if the proper route is adopted—so say the enthusiastic citizens of that port—the railway which would benefit Peace River most would be one of those giving most direct connection with tidewater. If in so doing it can open up new fertile lands, it

will have a double advantage. As freight rates are based on mileage, the advantages in this direction are obvious.

All of these factors having had due consideration, the Canadian Government Elevator was erected at Prince Rupert, B. C. It is a terminal house with storage facilities adequate for 1,250,000 bushels.

In addition to the traffic facilities afforded by the Canadian National Railways, it has the benefit of the excellent harbor. Evidence of the ready accessibility and easy entrance of this harbor by ocean going vessels is afforded by the remark of a captain who recently brought a large tramp steamer to dock, and said that once having been there, there was no trick to going to the port again without the aid of a pilot.

The elevator is of steel and reinforced concrete

which make it possible to clean 15,000 bushels per hour. These are Monitor Wheat Cleaners, made by the Huntley Manufacturing Company, of Silver Creek, N. Y. A drying capacity of 1,000 bushels per hour is afforded by a Morris Grain Drier, which was furnished by the Strong-Scott Manufacturing Company, of Minneapolis, Minn.

The regular elevator equipment includes, in addition to the machinery already mentioned, two 9A Monitor Scales, two two-high Carter Disc Machines and one single Carter Disc. Clarke Automatic Shovels, furnished by the Webster Manufacturing Company, Chicago, Ill., are used for unloading. Five 2,000-bushel scales were provided by the Gurney Scale Company of Hamilton, Ont.

Electricity is used for power and light in the new elevator. Forty-five electric motors take care of the power item, and they aggregate 1,327½ horsepower. A 400-foot Morse Silent Chain Drive is used in connection with the power installation, to insure efficiency of power transmission.

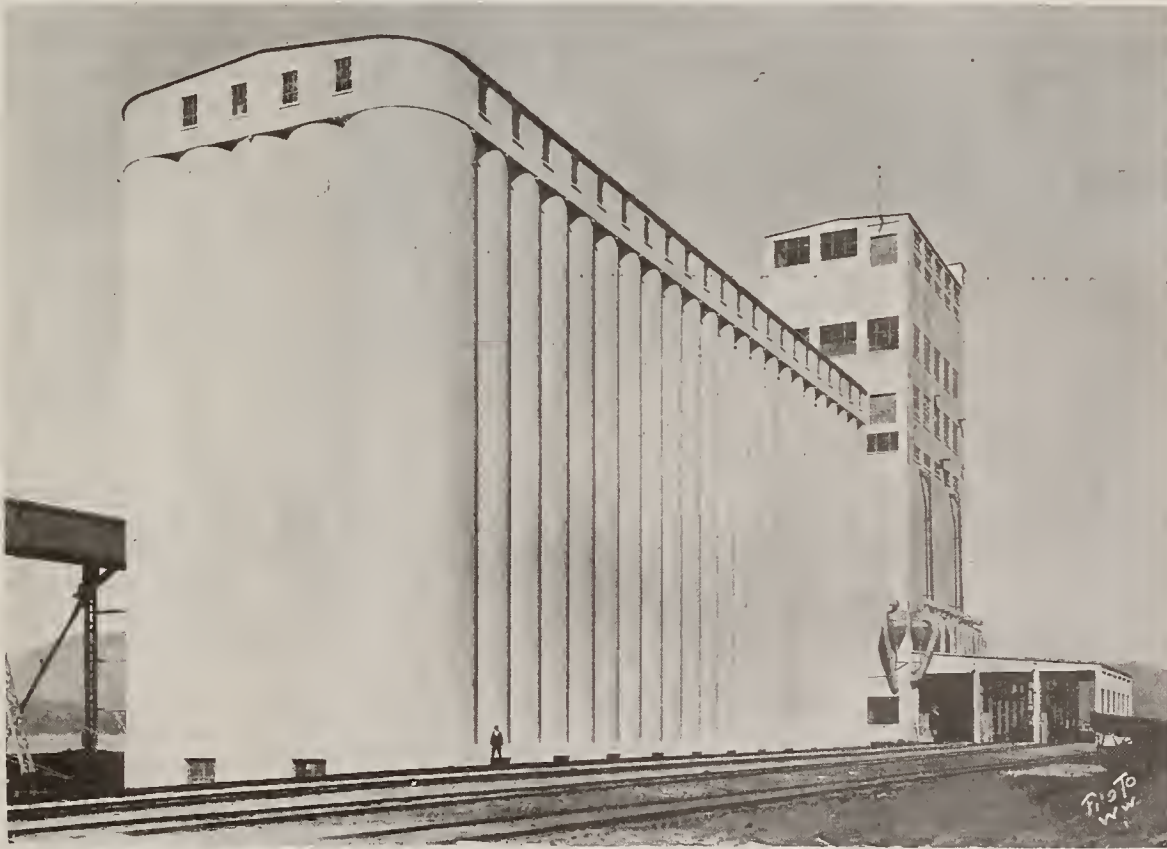
There are 26 belt conveyors in the house, representing a total length of 13,000 feet. They range in width from 16 inches to 40 inches. The principal grains handled include wheat, oats and barley.

The water transportation and harbor facilities, of which the elevator at Prince Rupert gets the fullest advantage, are a good deal better than average ports have to offer. The harbor is classed as one of the best, having an easy approach from the ocean, which is well marked with lights and buoys. It is 14 miles long by one to one and one-half miles wide, free of currents and having no dangerous obstructions

to navigation. The harbor is open all year around and is quite free from ice in the winter.

Excellent warehouses line the wharfage frontage, which extends over a length of 3,343 feet, and the newly completed ocean dock has a frontage of 860 feet. A 600-foot floating drydock further augments the port equipment. The Canadian Government Elevator was erected at an advantageous point in the shipping section just described and has all that it requires in the way of natural facilities. In addition, the mechanical features are entirely up-to-date in all respects and the house is prepared to meet all emergencies connected with the usual operation of a large terminal grain elevator.

Some of the features of the chain drive used in



CANADIAN GOVERNMENT ELEVATOR, AT PRINCE RUPERT, B. C., CANADA

construction, and includes an excellent appearing array of buildings. The unit comprising the storage tanks measures 277½ feet in length and over 68 feet in width; the workhouse is 62 by 94 feet; and the car unloading shed is 101 feet by 58½ feet. The storage capacity of 1,250,000 bushels is divided among 130 tanks of varying sizes. The 36 largest of them can hold 25,000 bushels each; 24 can handle 6,000 bushels each; 22 are of 5,000 bushels' capacity; 15 or 3,000; and the remaining storage units are constructed to hold 1,200 bushels apiece.

The receiving capacity of the house is 18 carloads per hour, and the shipping capacity is 50,000 bushels per hour. There are 12 grain cleaners,

this plant are worth more than a cursory comment. Selecting the correct drive on power units, both large and small, assumes greater importance than formerly, when considered in relation to the present day demand for greater production in all fields, and the desire for more reliable and better service to the public. On machines which must operate continuously—on remote control operated machinery—on conveyor belts—on controlling mechanisms—in fact, wherever there can be no question as to the readiness for steady operation when needed with reliable operation of the drive—it becomes necessary to select a means which will be dependable. The conclusion of the engineers in this instance was that the Morse Silent Chain Drive answered the need, and gave the kind of service intended. Positive speed ratio is achieved, which means that the driving and driven shafts operate at all loads at the designed proportionate speeds, the same as with gearing.

The element of quietness along with convenience of application was not overlooked either, nor was the ever present factor of long life and lower upkeep cost. Gearing generally wears rapidly, especially on the first reduction, and with a certain amount of wear must be replaced entirely. The breaking of but one tooth necessitates the substitution of an entire new gear. While chain drives do wear, the same as any other mechanical apparatus, and a lengthening of the pitch occurs, gradually however, and is readily noticeable as the chain

January and February, growers were expecting a substantial increase this year over last year's price, and it has been the hope of the Association to meet that expectation fully. Owing to the failure of the sales department to function as it was believed it should have functioned, wheat was not sold in sufficient quantities during the period of high prices to make possible the increased payment expected."

THE NEW GRAIN SALES ORGANIZATION OF GERMANY

By HERBERT FISCHER

Some months ago the German United Farmers' Supplies, German Potash Syndicate and German Nitrogen Syndicate established a commission for studying conditions on rye, under the name "Deutsche Getreidehandelsgesellschaft (German Corn Dealing Company)". The capital, paid in by these three groups, amounted to 50,000 marks, which was paid as follows: 60 per cent by United Farmers Supplies, and 20 per cent each by the above mentioned syndicates.

Meanwhile this company incorporated, limited to a loan of 30,000,000 marks. The company decided to increase its capital to 15,000,000 marks, of which 25 per cent was immediately to be paid in. As the commercial registration of this firm shows, the company will conduct a business covering dealing in grain. Importing and exporting may be done and

starting in July this year. The corn dealers representatives, who have not yet given any decision about this point, have also further demanded that this new undertaking shall only do business in rye, not in other cereals. But the company has declared that wheat influences rye so it will be absolutely necessary to do business with this cereal too.

German agriculture, which is mostly cultivating rye, is certainly expecting a rise in the present low prices of rye and a regulation throughout the country too by the coming transactions of the grain sales organization. The difference in price between wheat and rye amounts presently to about 80-100 marks per metric ton. This unwholesome proportion may be principally caused through the good harvest of rye in 1925 which shows an increase of 30 per cent over that of 1924. Besides, the Germans are preferring more and more the so-called "white" ware, baked from wheat flour.

As the latest prospects of the new crop have shown, Germany will have an average crop this year. Experts say this will help the new grain sales organization in regulating rye prices. Conditions in German agriculture are very bad at all. The financial situation is very hopeless. The German Government can reduce the high taxes to no considerable extent. Germany's agriculture is in debt to 2,000,000,000 marks. The German Government must do something which will help her agriculture, and there may be an outlet through regulation and standardization of the low German rye prices throughout the country.

The future will show whether such a gigantic grain sales organization will stand, or fall as has been predicted by those opposed to it.

TERMS GRAIN MARKETING A SCIENCE

The marketing of grain is a science and with proper management, there need be no speculative element in it, Frank Evans, of Decatur, Ill., told representatives of the country grain trade assembled there for the second annual short course in elevator management. Mr. Evans' paper was so well received that its publication by the college is being considered. "Hedging and Storage Problems" was the title of Mr. Evans' paper. He pointed out that while many elevators are taking heavy losses yearly through inefficient management, a scientific handling of grain problems would allow a fair return.

To fulfill the obligations which the elevator managers has, the speaker declared, the grain man must keep even on the market at all times by the use of track sales or sales of futures on the board as hedges.

He must make use of his storage room to carry grain, hedged with future sales, whenever the futures are at a premium over cash prices sufficient to show a profit. At no time should grain be carried without protection. Managers, concluded Mr. Evans, should have capital of an amount equal to half their invested capital to protect their hedging operations.

HOLLAND RATES CUT

Transshipment of grain, arriving at Rotterdam in ocean vessels, to river craft destined for Germany, Belgium and France, is now performed according to a schedule of prices ranging from 10 to 20 per cent lower than last year. These reductions have been made in the hope that the Port of Rotterdam will be able to compete more successfully with Antwerp and Hamburg as a grain transit port. The contrary procedure has been reported at Antwerp, where uniform increases for all sorts of grain are shown in the new tariff.

Vice-consul Carroll, of Rotterdam, reports that at Antwerp, 75 per cent extra is charged for night work and 100 per cent for Sunday work. At Rotterdam the work of unloading is carried on night and day continuously without increase of the basic tariff. Since unloading by night is exceptional at Antwerp, the unbroken procedure at Rotterdam makes it possible for a ship to be unloaded at that port much more quickly than at Antwerp.



VIEW SHOWING GALLERY OF CANADIAN GOVERNMENT ELEVATOR

assumes a larger pitch circle on the wheels, this does not affect its efficiency, and before the pitch lengthens sufficiently to permit the teeth of the chain to slip over the teeth of the wheels, the chain can be brought back to the original pitch, at comparatively small cost, by inserting new joint pins.

LOW PAYMENTS PUZZLE POOL MEMBERS

The irritating difference between co-operative grain marketing theory and practice is being exposed to many Indiana farmers this July. Inability of the Hoosier pool to meet the hopes of its members as to prices obtained for pooled wheat during the last year is now ascribed by officials of the Indiana Wheat Growers Association as the reason for the recent shakeup in its executive personnel.

William H. Settle, president of the Indiana Farm Bureau Federation, was made executive in charge of wheat pool operations, to succeed Joseph F. Lackey, sales manager, resigned. J. H. Gwaltney, president of the co-operative association, announced his retirement from active management of its affairs, although he will retain his place as president.

The Board of Directors sent to the members of the organization a letter setting forth reasons for the changes. It explained that growers would not receive as much for their wheat "as they had a right to expect" and that "the payment for wheat to be made to pool members for the 1925 crop likely would not vary much from that made last year when an average of \$1.43 a bushel was paid on the basis of No. 2 wheat.

"Owing to the high market price of wheat in

foreign branch offices may be established. The new company will start in business in July. Corn dealers, millers and bakers strongly oppose this new sales organization. These maintain that the German price table of rye will always be dependent on world market prices. They further say that German farmers would receive but a temporary profit. The company offered 3,600,000 marks of its stock, amounting to 15,000,000 marks, to these three groups, which would be a participation of 24 per cent.

At a convention held on May 19 by millers, bakers, corn dealers and officials of German food ministry, the latter protecting the organization, a resolution, which stated that any participation or assistance under the present circumstances cannot be given by these circles, was passed. Then the speaker of the Government offered a greater participation than 24 per cent, but no agreement could be reached.

The milling industry wants to control the new organization without holding any shares of it. They have pointed out that the money, which shall be lent to the company, a huge sum amounting to 30,000,000 marks at an interest rate of 1½ per cent per year, belongs to former Reichsgetreidestelle, which is being liquidated. It is easily understood that the public has a right to ask for a public control of the money of the state.

The present situation is that the German Government, represented by the food ministry, imposed a limit on German grain dealing, which will run short in the future and asked for decision whether or not that group will take an interest. This ultimatum was given in spite of the grain organization

The Progress and Policies of Co-operative Marketing Organizations

By W. M. JARDINE, Secretary of Agriculture*

THERE are a number of ways in which the progress of co-operative organizations may be measured. In this paper I am not using any of the generally accepted yardsticks—such as volume of business, or number of members.

The most encouraging feature of the co-operative movement during the past year or two has not been its actual expansion, although that has been large, but the evidences of stability and permanence that are now appearing. These factors are apparent and are to be found in every field of co-operative activity.

In 1920, the Department of Agriculture received reports from 8,449 active co-operative associations; in 1925, 9,966 active organizations were heard from during the year, an increase of 1,515. Reports of failures during the same period ranged from 194 in 1923, 1.9 per cent of all co-operative reporting that year, to 27, less than 3 per cent in 1925. There are approximately 12,000 co-operative marketing associations in the United States at the present time. We do not have a record of all active organizations, nor of all that have gone out of business, but our information regarding failures since 1920 is fully as complete as that regarding active organizations. Consequently, the figures quoted give a true picture of the situation and show conclusively that co-operation is a permanent factor in American agriculture. During the same period, the co-operatives have increased greatly the volume of business which they handle. Conservative estimates, based on reports from over 60 per cent of all the associations in the United States, place the total business of co-operatives at \$1,600,000,000 in 1921, and \$2,500,000,000 in 1925.

The record of co-operation since 1920 is proof that the members and officials of the associations are gaining in co-operative experience. But further than this it is a demonstration of the inherent soundness of the movement, if such a demonstration was necessary to those who have followed co-operation through the various stages of its development.

We see very definite progress in the attitude of the members toward their organizations. First of all, the producers who are members of co-operative associations are gaining a better understanding of their marketing problems and of the relationship which exists between marketing and production. They, as a class, are beginning to think of marketing as something more than the transfer of goods to a country buyer. They are beginning to follow the whole intricate process by which their products are placed in the hands of the consumers. Consequently, they are obtaining an appreciation of the consumers' needs, an understanding of price factors, and are at least taking the first steps to produce the kinds and qualities of products which the market demands.

This advance in knowledge, of course, enables them to understand more clearly what their co-operative organizations can and can not accomplish. They are better able to judge of the service rendered by their officials and employees, to understand in what part favorable returns are due to efficient service, or poor results to inefficiency. Consequently, they are better fitted to select the proper men as directors and managers of their associations.

Generally, the organization of co-operative associations has increased the farmers' knowledge of marketing processes and problems, and is stimulating the production of the kinds and qualities of products the markets demand. I believe that in this respect alone—as an educational force—co-operation has more than justified its existence.

Encouraging progress has been made in the management of co-operative associations. This has come from experience and from a more careful selection of the managerial personnel. The promoter

and propagandist type of co-operative manager is passing out of the picture. In his place, there is developing a group of able business men, who are first of all co-operative business men, who understand the producers' problems and who are using every improvement of modern business in their attempt to meet these problems.

The associations are getting on a more sound financial basis, they are doing a better job each year of grading, processing and warehousing farm products. Especially are they making progress in the standardization of the products they handle, and as a result they are merchandising these products more efficiently and enlarging the market area and marketing season.

There is every evidence in brief, that the co-operative organizations are consolidating and strengthening the positions they have already gained. This is the present phase of co-operation. The next, I feel confident, will be an enlargement of the functions of the organizations, an increase in the volume of business and the outlining of a definite production and marketing program.

Another evidence of national progress in co-oper-



SECRETARY OF AGRICULTURE W. M. JARDINE

ation is the development of such conferences of co-operatives as is represented by this group. The Institute of last year did much to give the co-operative movement unity and cohesion. It served to crystalize the progress that had been made up to that time so that it could be measured and tested.

It made clear to many people that co-operation is a movement with a single purpose, and that differences in methods and technique are not due to any divergence in principles, but rather to the peculiar problems of industries and localities. I predict that the Institute of Co-operation will continue to render a vital service to the movement in this direction.

I have had occasion to point out what appeared to me to be the relationship of Government to the co-operative marketing movement. It should not be the policy of Governmental agencies to hamper co-operation by undue regulation. Co-operative marketing is primarily a business, and should be given the same freedom which is granted other business enterprises. On the other hand, the Government cannot adopt a let-alone policy toward co-operation. Its importance in the development of agriculture justifies the performances of services which will tend to promote and foster the movement. Speaking for the Department of Agriculture, I can say that it has consistently pursued a policy of attempting to be of the utmost service to the co-operatives without attempting to control or regulate them.

From the point of view of the co-operative organ-

izations, I do not believe it is or has ever been their policy to ask the Government to undertake any of the functions that the associations themselves were organized to perform. Co-operation, if it means anything, means a program of self-help. Dependence on Government for marketing service would give us, in the final analysis, not a co-operative marketing system but a Federal or state marketing system. Such a system, it is obvious, would be far removed from the ideals of co-operation.

At the same time, the problems of marketing and co-operative technique demand a large amount of scientific research. This is a service which state and Federal agencies can perform for the co-operatives. It is the type of work which these agencies were established to perform.

As I see it, it should be the policy of the co-operatives to keep in touch with the research work which is being carried on in their field, to encourage and stimulate this work, and as far as possible to put its results into practice. I hope to see an increasingly close co-ordination between the efforts of the men engaged in meeting the day-to-day problems of co-operatives, and the scientists who study co-operative problems from a more general and long-time point of view.

The market news and crop forecasts issued by the Department of Agriculture, as well as general economic surveys, are also valuable to the co-operative organizations. In general, the technique of collecting and compiling such information has advanced further than its use and applications by the co-operatives. The associations might well give more thought to means of making these data available and useful to their managers and members.

No general rules can be laid down respecting the operating and merchandising policies of co-operative associations. These will vary with the needs of the localities served and the products handled. There is, however, great opportunity for the strengthening of co-operative associations from an operating point of view on the basis of a careful analysis of the organization and the economic conditions under which it must function. All business is becoming more and more a matter of proceeding on the basis of carefully analyzed facts, and less is left to chance or to business judgment which is not supported by all available information. The co-operatives must apply the same methods to their business operations as are employed by other successful enterprises.

The need for business research is probably greater among the co-operatives than in private business. The functions of the large co-operatives are expanding. The livestock shippers, for example, have entered the terminal markets.

Organizations marketing poultry and eggs have taken a similar step and grain marketing organizations appear to be developing along a similar channel. Such an expansion is safe only if it is based on the efficient performance and a thorough understanding of the primary functions of assembling, grading and shipping these products. Furthermore, each advance which the co-operative associations make calls for an increasingly careful study of the conditions under which they must operate on account of that advance.

The Department of Agriculture has undertaken some pioneer work in this field of business research in co-operative marketing. The Department, of course, cannot undertake to do this work for the co-operatives but it can very properly, outline the field and develop methods which the associations can apply to a study of their problems.

One of the difficult problems with which the co-operative associations have had to contend is the disposal of the surplus production of certain agricultural products. The difficulty of this question is reflected in the lack of unanimity among those who are attempting to arrive at a solution of the problem.

It would seem that if an agreement as to remedies is to be reached and if the problem is to be met in a sane and systematic manner, the leadership must come from the organized farmers. I believe that the co-operative associations have the experi-

(Continued on Page 32)

*Address delivered by the Secretary of Agriculture, before the American Institute of Co-operation, St. Paul, Minn., evening of July 8, 1926.

Hints for the Elevator Millwright

"Big Bill" Fights Flies, Discourses on Paint for Belt Guards and Tells How to Remove a Nut Which Has Rusted on Its Bolt

By "OLD TIMER"—JAMES F. HOBART

"WHY don't you get rid of these flies?" said William Davis, the millwright of the Square Deal Elevator at Masapoag Lake.

"Tell me how and I'll do it," replied George Carter, who had "borrowed" Big Bill for a time and was having him do several rather important jobs around his factory.

"Flies," replied Big Bill, "are like a good many people. They like some things and dislike others. Take the Chinese people for instance. One great difference between them and flies is that the Chinaman likes blue color and flies don't. Therefore, the wily Oriental paints the interior of his house a pleasing blue, and very few flies will enter rooms of that color. The French farmers and dairymen have become wise to the dislike of flies for blue, and they paint the interior of their cowsheds blue, and the cattle in such sheds are troubled very little by flies.

"Out in the sweet-feed room of your factory," continued Mr. Davis, "there are millions of flies. Just try painting everything blue, and see just what difference it will make in the number of flies attracted there by the molasses used in the sweet feed."

"All right," said Mr. Carter, "we'll try it, but paint is expensive, and blue doesn't cost a bit less than other colors, and there is a tremendous amount of surface to be painted in the feed mixing room."

"I reckon we can cut the paint cost a bit," grinned Big Bill; and he caused a workman to place one pound of ultramarine blue in a bucket and moisten it with very little water, stirring the blue with a trowel until every particle of the color had been moistened and worked free from dry bunches. Then a little more water was added, and the mass stirred well. Still more water, and more stirring, until the 10-quart bucket was as full as it could be comfortably handled, and the blue mixture was about as thick as cream, and entirely free from lumps or bits of dry color.

Into a clean barrel, 20 gallons of clean water were placed, and 10 pounds of hydrated lime were added to the water and stirred until smooth. Then the bucket full of blue color was added, a little at a time, and constant stirring was kept up until all the color had been well mixed with the lime and water. "This is a cheap paint," said Mr. Davis, "or more properly speaking, it is a 'blue-wash' and can be put on with a brush or with a spraying machine. Give the room a coat of the mixture about twice during the summer months, and see what a big difference it makes in the number of flies that find their way in."

The factory office contained a great many flies, and Bill Davis went to the Clover patch of a neighboring farmer and gathered a big bunch of the fragrant blossoms and placed the stalks in a bucket of water near one end of the office, leaving a door open. Very soon, the sweet perfume of the Clover was noticed all through the office, and almost immediately it was seen that the flies were making rapid progress through the open door. In a short time scarcely a fly remained to bother those in the Clover perfumed room.

While strolling through a little grove behind the factory, Bill Davis found two enormous fungi—"toadstools," the workmen called them, and one was upwards of 10 inches in diameter. Tying strings to the stems of the fungi, he hung them in the stable of the factory, where clouds of flies gathered, attracted probably by the horse manure. Each morning for several days afterward, or until the toadstools rotted and fell from their stems, the stable man swept hundreds and hundreds of flies from underneath the fungi. Flies lit upon them, sucked up some of the juices of the big toadstools, and so deadly was the poison contained therein that

hundreds of flies dropped dead before they could fly away.

PAINT FOR THE BELT GUARDS

"I wish," remarked George Carter, "that I could find some good cheap paint for the belt and gear guards, of which there are so many in the factory. It costs a good deal to cover them with good asphalt varnish, and paint doesn't seem to stand up well, as it doesn't last very long. Do you know of anything which is cheap that would do the trick, Davis?"

Big Bill said he "reckoned he could stir up something for the belt and gear guards which would also answer well for any other iron or steel work in the mill." In the "morgue" of the factory, Davis had noticed a part of a barrel of thin but very sticky coal tar, and some of this was placed in a big kettle and boiled until it showed a tendency to become a bit hard. The tests were made by dipping a piece of cold metal into the tar and noting whether or not the tar would "run" after it was cooled by the piece of metal. When Davis thought the tar to be of the proper hardness, he dropped into the kettle several lumps of asphalt which had been left from finishing a roof. He took the precaution to pound the lumps into little pieces, in order that they would melt quickly. Otherwise it would have required considerable time to have melted the asphalt, which, when fully fluidified, was well stirred into the tar and tested with bits of metal as noted before. By adding a bit more tar or asphalt, or by boiling the mass a little more, Mr. Davis finally got the mixture to suit him and spread it over the surfaces it was desired to paint. He used the mixture while warm—not hot enough to spoil the brush-

metal of the nut sufficiently to break the rust and permit the stretched nut to be turned off with a big wrench.

"Wait a minute, boys," said he. "Got a sharp hack-saw?" And one being handed to him, he sawed down through the nut, close to and parallel with the bolt threads, but not damaging them in the least. In a few minutes, the nut had been sawed through and Bill Davis hit the sawed side with a hammer. The nut loosened immediately from the bolt threads. "In case the nut is rusted too tightly," continued Mr. Davis, "and won't come off even after you have sawed off one side, then just run the hacksaw down the opposite side of the bolt, and then a light hammer blow will bring off the nut in four pieces."

"Say," remarked one of the men, "that's a mighty good stunt, and I am going to work it on malleable pipe fittings when they are so badly rusted that you can't hammer them loose. In the days of cast fittings, you could bust off an obstinate fitting with a couple of hammer blows, but you can't do it with malleable fittings. But I can run the hack-saw blade down to the pipe, through the rounded end of a malleable fitting, and I'll bet that then a couple of hammer blows will break the rust so the pipe can be screwed out of the fitting."

"I know that scheme will work," said Mr. Davis, "for I have worked it myself, more than once. And in obstinate cases where you want to save the pipe and its thread, just saw the fitting right off, close to the end of the pipe inside the fitting. You can then saw through the bit of fitting left on the pipe, and it can't help coming off at the first pull of the pipe wrench."

STURGIS ELEVATOR A GROWING BUSINESS

By C. HYDE

In the progressive town of Sturgis, Mich., which has 8,000 inhabitants and 15 factories, is the Sturgis



STURGIS GRAIN COMPANY'S ELEVATOR, STURGIS, MICH.

bristles—and he washed the brush out with coal-oil immediately he was done painting.

"You can use this mixture in either of two ways," said Big Bill. "Use it warm, as I have just done, or mix some gasoline and thin the mixture so it will spread readily when cold. But do not make the mistake of thinning the asphalt varnish—which it really is—with coal-oil, for it will require weeks or months for the stuff to harden when thus thinned down. The gasoline soon evaporates, leaving the paint hard.

REMOVING A RUSTED-ON NUT

Hearing an occasional but persistent hammering in one of the factory rooms, Big Bill hunted up the cause of the noise and found two men trying to loosen some one-inch nuts which had become rusted fast in an old machine. They wanted the bolts, and were hammering at the nuts in hope of loosening them from the bolts. They were getting ready to drive a handled cold-chisel into one of the nuts, close beside the bolt, in the hope of stretching the

Grain Elevator, situated on West Congress Street, where it crosses the Pennsylvania Railroad. It is owned by a stock company of 25 members, and Charles Stroud of Sturgis, a farmer, is the president. The elevator is of frame construction, of seven bins, covering about one acre of ground. Its storage capacity is 8,000 bushels of grain and 1,000 bushels of corn.

There is one combination grain cleaner of Monitor make; also one corn sheller, a Victor, from the Barnard & Leas Manufacturing Company, and one feed grinder, 24-inch capacity. Lighting and power are both electric, using five Allis-Chalmers Motors of 58 horsepower. A belt drive is used, including 125 feet rubber felting and 25 feet of leather. There are two large scales, Fairbanks-Morse type, and four other small scales.

Fire protection is by fire extinguishers and water barrels. There is one Clover seed cleaner and one corn cracker. The total number of bushels handled in a year is about 75,000 of wheat, rye, corn, oats

and buckwheat. Sideline materials handled are coal, feed, seed and hay, of which feed is the most profitable. This elevator has improved 50 per cent since first built. The last addition being the four silos, and wood-bins with capacity for 20 cars, for hard and soft coal, coke and wood, of

which the annual sale averages \$50,000, some sales at long distance. Their advertising is done in daily papers and by circular letters. There are three trucks for the business, a one-ton and two one-and-one-fourth-ton Reos. The elevator was built 17 years ago and has never changed hands.

New Concern Acquires Old Ohio Elevator

The Bryan Transfer Elevator, Now Headed by An Old Timer in the Ohio Grain Trade, Specializes in Sacked Grain

FEW grain producing states are so well developed as Ohio. In the matter of transportation nothing more could be asked than the network of railroads which cross and recross the state, and their water connections lead in all directions. Aside from natural resources, there is also the generous distribution of elevators throughout the area, so that there is at no time a serious shortage of storage space. All of this has been developed as a result of the operation of a rational marketing system over a period of years which has been promoted by progressive Ohio farmers and business men.

Among the elevators so situated that they command a fair share of this business is the Bryan

Automatic electric shovels add to the efficiency of handling.

The Bryan Elevator was formerly operated by The C. A. King & Co., of Toledo, Ohio, and was sold by that concern to The Bryan Transfer Elevator, a partnership consisting of H. C. Dachsteiner (the manager), H. F. Dachsteiner, and R. W. Dachsteiner. The new owners then took possession on January 1 of the current year. Prior to the first of 1926, H. C. Dachsteiner owned and operated grain elevators at West Unity, Ohio, and Waldron, Mich., but disposed of both of these houses so that in the future he could devote his entire time to The Bryan Transfer Elevator. The present management owns and operates two elevators, the other one being a country station, Sherwood, Ohio.

H. C. Dachsteiner, the senior member of the firm, has had an extensive and successful career in the grain business. In fact, he has been active in the trade for over 27 years, having managed several country elevators at various points in northwestern Ohio. He is well known among grain merchants in the state and has a reputation for fair

diately by the Goltra vessels. The four steel boats and 19 steel barges included in this last group, valued at over \$3,000,000, have greatly aided the early movement of southbound grain. It will be recalled that the Goltra fleet's entrance into the situation follows a decision by the United States Supreme Court, which returned the fleet to the Federal service. The boats are of the latest type with great power and capacity. They, as well as the barges, were constructed by the Government, but litigation has kept them at the wharf much of the time.

Last year, in spite of the millions of bushels transported via river points, there was a demand for bottoms that could not be supplied. With the Goltra vessels now released, J. P. Higgin, traffic director of the barge line, declares that a good beginning already has been made toward shattering all grain haul records on the Mississippi. This includes the old records made when packets plied the river. No packet, of course, ever had the carrying capacity of one of the grain express freighters of today or of one of the new steel barges.

DUST MENACE DWINDLES

In the "Losses by Causes" summary of the 1925 report released by the Mutual Fire Prevention Bureau, dust explosion ranks next to the lowest as a cause of elevator and mill fires, with a damage of \$54.62 charged to it. How effective is the control of this hazard at present, is suggested by the figure \$117,395.22, the total charged to dust explosion fires between 1910 and 1925, inclusive.

Further statistics compiled for the mill and ele-



OFFICE OF THE BRYAN (OHIO) TRANSFER ELEVATOR

Transfer Elevator of Bryan, Ohio. This house, which handles an average of 4,000,000 bushels of grain annually, is on the New York Central Railroad and the Cincinnati Northern line. While no sidelines are merchandised, a large volume is achieved chiefly in corn, oats, wheat, barley and rye.

The Bryan Transfer Elevator measures 175 feet in its longest dimensions and is 75 feet wide. It reaches a height of 125 feet and thus commands the landscape for a considerable distance around it. It is of wooden construction and has been iron sheeted for additional protection. With its 20 bins, it has a storage capacity of 125,000 bushels. Its operating facilities may be gauged by the fact that its cleaning capacity is heavy, for a house of its proportions, and the receiving capacity is 20 carloads daily, with a corresponding shipping capacity of the same amount.

The cleaning is taken care of by two cleaners for oats and corn, one of them being a Eureka machine made by the S. Howes Company of Silver Creek, N. Y., and the other having been provided by the Huntley Manufacturing Company, of Silver Creek, New York.

The drying machinery is adequate for handling 10,000 bushels daily, the equipment used being a Randolph Drier. There is also one Western Corn Sheller. A complete system of clipping machinery and complete sacking machinery make up the rest of the special equipment in the elevator. Since the plant specializes in sacked grain, a daily sacking capacity of 10,000 bushels has been found necessary and has been provided.

Electricity is used both for power and for lighting, and 20 electric motors have been installed. These range in size from five horsepower to 75 horsepower and they develop a total of 270 horsepower. A belt drive is used, and a friction clutch is one of the added features of the power installation. Transmission machinery was furnished by the Weller Manufacturing Company, of Chicago, Ill.; and the plant operates eight spiral conveyors.



THE BRYAN TRANSFER ELEVATOR, BRYAN, OHIO

dealing and efficient methods. The partnership which he formed on January 1, 1926, was with his two sons and they are actively engaged in the operation of the business. Both of the younger men received practical training in the grain business early in life.

In the management of the new enterprise at Bryan, Ohio, they are making a specialty of the sacking of corn and oats, being well equipped for this work. They have already had the experience of doing a large business in this special field and still enjoy a good trade in this line.

GRAIN FLEET ENLARGED

In addition to the old boats and barges and the newest fleet which was authorized last fall, the Mississippi Warrior Rivers service between St. Louis and the Gulf has now been increased imme-

vator interests show the number of losses in 1925 to have been 312, the least on record since 1920.

The total amount paid on the 312 claims was \$2,105,494.85, the smallest disbursement since 1919.

These are encouraging notes to receive around the Fourth of July, the date on which our national fire loss usually takes a jump.

The number of fires occurring between 6 p. m. and 6 a. m. was reduced nearly 10 per cent, to the level of 46.88 per cent, the lowest for over 10 years. Day losses increased correspondingly, but it is a well-established fact that the day fire has a far slimmer chance of becoming a conflagration than has the fire which works on the night shift.

Well over half the industry's fire loss in 1925 was due to 91 fires of unknown origin. The second worst offender was, as usual, lightning, with a mark of 40 fires. This is a good time of year to digest that fact. After lightning, the major causes are:

Exposure, 29; electric hazard, 16; railroad hazard, 13, the unlucky number of fires which caused damage amounting to \$30,520.72. The number of fires begun by wheat cleaners and attrition mills was only half a dozen.

80,000 PER HOUR

Eighty-thousand bushels of grain were run into the hold of the *Baron Maclay* from a Montreal elevator during the course of one hour recently, when four belts were employed in the loading operation. Each belt delivered 20,000 bushels in the period. This is said to set up a new record for loading in the Port of Montreal and "for any port in the world" suggests the *Montreal Gazette*.

In seven hours and 40 minutes, running time, 323,360 bushels of grain were delivered to the steamer, the average being in the vicinity of 43,000 bushels per hour. It was necessary to do much bagging between decks to prevent the grain from shifting, otherwise the average might have been higher.

UEYAMA RETURNS

After completing a two months' trip in the United States, visiting Pacific Coast grain and milling establishments, K. Ueyama, resident manager of Albers Bros. Milling Company, at Dairen, Manchuria, is now back in the Orient. The Manchurian office is principally a buying point for grains and soya bean cake used in the company's dairy feed manufacture. Mr. Ueyama has been with this American firm 10 years. Our customs, he declares, are rapidly displacing many of the Orient's, the automobile and the radio being two imported developments enjoying a great popularity. Dairen has a high-powered broadcasting station, reports this grain agent, and the radio programs are broadcast in four languages, owing to the cosmopolitan make-up of the population.

TO DELAY MARKETING

Thousands of farmers in Kansas, Oklahoma, Nebraska, and Colorado, will market their 1926 crop co-operatively this fall and winter. State selling units in these four states have combined their membership and resources into the Southwest Co-operative Wheat Growers Association which will act as the outlet agency. The organization has taken over the equipment of the Kansas pool which includes a 400,000-bushel terminal elevator in Leavenworth, and another of 1,000,000-bushel capacity in Kansas City, Mo. It is planned to obtain control of the wheat, store it in the terminal plants, and slowly feed it into the plant. The total storage capacity of the co-operative combine in Kansas, however, represents but a fraction of a percent of the new crop.

HEIDENREICH KNIGHTED

E. L. Heidenreich, of the Kansas City engineering company which bears his name, has been made a knight of the Royal Norwegian Order of St. Olav, by H. M., the King of Norway. The honor was conferred in recognition of Mr. Heidenreich's engineering achievements, chief among which was his invention of fireproof circular cluster tanks of reinforced concrete. It is a type of construction for storage of grain, cement, sand, crushed stone and many other materials, that has gained a world wide popularity. It is said that the first circular grain tank was built, according to the Heidenreich design, by Frank Peavey in Minneapolis, Minn., while the inventor was consulting engineer for the Barnett & Record Company, in charge of its Chicago branch.

Mr. Heidenreich is now consulting engineer for the Larabee Flour Mills Corporation in its contemplated construction of a 750,000-bushel elevator in North Kansas City. His grain storage construction experience dates from 1884 when he began his career with J. A. McLennan in Chicago. His son, E. Lee Heidenreich, Jr., is chief engineer of the

Burrell Engineering & Construction Company. As chairman of the reception committee for foreign engineers during the World's Fair in 1893, Mr. Heidenreich met Professor Herrman O. Schlawe, of Roumania, and brought him to the office of the AMERICAN ELEVATOR AND GRAIN TRADE. In the conversation then occurring, the Galatz and Braila (Roumania) elevators, designed by Schlawe were discussed and it was from there that Mr. Heidenreich obtained his first idea of circular monolithic cluster tanks of concrete.

CONTROLLING THE GRANARY WEEVIL

Considerable experimental work has been conducted in recent years to discover the habits of the granary weevil, one of the most destructive pests in the granary or storehouse, in order to find methods of checking it and ridding elevators and mills of it. The latest report of experiments is contained in the United States Department of Agriculture Bulletin No. 1393, entitled "The Granary Weevil."

It has been found that the granary weevil may be killed when exposed for a few hours to a temperature of 155 degrees F. It may also be checked if the infested grain is chilled by running from one bin to another.

The granary weevil is sometimes confused with the rice weevil, a much more destructive pest, but unlike the latter in that it possesses only rudimentary wings. The pest does not appear to thrive in tropical and semi-tropical climates. Because of its



22 times natural size. (After Girault)
THE GRANARY WEEVIL

habits of breeding in grains of all kinds, it has been carried by commerce to all parts of the world.

Detailed information relative to the granary weevil, its economic history, origin and distribution, life history and habits, nature of injury, control measures, along with other data is given in the bulletin. A copy of this may be secured by application to the United States Department of Agriculture, Washington, D. C.

THE GRAIN MARKET SITUATION

By G. A. COLLIER
Bureau of Agricultural Economics, U. S. Department of Agriculture.

The wheat market weakened materially during the latter half of June, but at the first of July the decline had been checked by reports of less favorable weather conditions in the Spring wheat territory, and as a result of a more active demand for the offerings of new Hard Winter wheat. Corn prices were holding steady at a slight decline, but the oats market at the first of July was very weak and prices tending downward.

The principal weakening factor in the wheat market was the increased movement of new Hard Winter wheat from the Southwest. The Hard Winter wheat crop in the Southwestern States, including particularly Texas, Oklahoma and southern Kansas, has turned out well and the crop has been moving to market in fairly large quantities. A large part of the movement, however, was to interior markets, receipts at which are not now reported in trade estimates.

The demand for this new wheat had been of only moderate volume, as mills and other domestic buyers apparently are waiting for the further adjustment of cash premiums. Exporters have taken moderate amounts, but they have not been urgent buyers of the new crop wheat, apparently preferring to await more definite information relative to

the crop in Europe and in the Spring wheat areas of the United States.

The progress of the Spring wheat crop in the United States has not been altogether satisfactory in some parts of the belt, and this became a strengthening factor in the market toward the last of June. The crop in Minnesota is reported at this writing (June 6) in fair condition on all the lowlands, but poor on the uplands. The crop has made very good progress in North Dakota and in most parts of South Dakota, but in the western states continued dry weather has been unfavorable for the best development of the crop. While no official estimates of the crop are available, private reports state that crop conditions July 1 indicate a crop about 65,000,000 bushels less of Spring wheat than was harvested last year.

The Canadian crop continues to make favorable progress, according to trade reports. There has been very little rain in the western provinces, except Alberta, and the weather has been very warm, but no reports of damage to any material extent have been received to date.

The European crop also continued to make favorable progress during June, but conditions are less favorable than at this time last year, and it seems doubtful if the European crop outside of Russia will be as large as last year.

While official estimates are not yet available, trade reports indicate that stocks of old wheat at the first of July were well cleaned up and that the carryover will be materially smaller than last year. Stocks of grain in the principal United States markets are only about one-third as large as on July 1 last year, and farm and elevator stocks are also correspondingly smaller. About 5,000,000 bushels are still available for export from Australia and about 75,000,000 bushels are reported by the Argentine Department of Agriculture available for export from that country. Canadian commercial stocks total around 55,000,000 bushels, of which a large percentage will be available for export.

Premiums for cash wheat have declined as offerings of new grain have increased. Not much attention is being given to the protein content of the new wheat, and 13½ per cent protein wheat at Kansas City is bringing only about two-thirds of a cent per bushel over the 12 per cent protein. Demand for Soft Red Winter wheat continues of small volume, and southern mills are reported to be grinding new wheat. Harvest in the Soft Winter wheat belt of Ohio, Indiana and Michigan was expected to begin about July 5.

Spring wheat prices have declined with the market for Winter wheat, but the demand from the mills has been sufficient to absorb the current light offerings at fairly steady premiums. Receipts of wheat recently at Minneapolis have been composed largely of Hard Winter wheat shipped in from the Southwest. Receipts of Durum wheat at this writing are also being taken at relatively firm prices.

The rye market has fluctuated with wheat prices, but at the first of July had developed a firmer undertone, influenced largely by the generally poor condition of the coming crop in the Northwest. There has been a better speculative demand recently by dealers who believed that rye prices were relatively low compared with wheat. Receipts of rye at the principal markets have been small and have been fairly well absorbed by the local demand. Premiums for the cash grain have recently become slightly lower compared with the future prices.

OATS MARKET LOWER ON POOR DEMAND

The oats market at the first of July was very weak and prices were at the low point of the crop. There was a good crop of oats in the southwestern states and, these have been marketed in fairly large quantities and have restricted the demand for old crop oats, stocks of which in the principal markets still total about 38,000,000 bushels, compared with about 35,000,000 bushels at the first of July last year. The new crop in the heavy producing northern areas is coming along in generally good condition, but is heading on short straw in most sections.

The demand for oats is only of moderate volume

with no prospect of any material improvement in the immediate future. Any export demand that may develop will hardly be sufficient to materially reduce the supply, which, if conditions remain as favorable as they have been, will probably be nearly as large as last year.

Sharply increased receipts of corn early in June weakened the corn market and caused prices to decline four-fifths of a cent per bushel. Toward the last of the month, however, receipts became much smaller, and at the first of July the market had strengthened materially. The weather has continued to cool, especially at night, for a good growth of the crop in most of the corn belt, but progress generally during the last week in June was fair to very good west of the Mississippi River. Progress has been only fair in Iowa and quite slow generally in the Ohio Valley states and in the more eastern districts.

The demand for corn has continued fair to active, but the amount that can be absorbed by the trade is limited. The relation between hog and corn prices, which is very favorable for feeding, has caused the farmers to hesitate to force their corn on the market when prices are declining. According to the June 1 pig survey in the corn belt, there was a small increase in the number of sows farrowed this spring and a small decrease in pigs saved. The number of sows bred or to be bred for farrowing, however, is reported at 36.4 per cent larger than the number farrowed in the fall of 1923. While these intentions may be somewhat changed, an increase of fall farrowings at least 25 per cent does not seem unlikely. In actual numbers, this would mean an increase of between 3,500,000 and 4,000,000 pigs saved in the corn belt, and would mean a material increase in the demand for corn later.

Flax prices have held fairly steady since our last report. On July 3, July flax at Minneapolis was quoted at \$2.29½, which was about five cents below July future quotations at the middle of June. The receipts of flax at Minneapolis have been rather small and have been readily taken by the crushers. The principal factor in the domestic market at the present time is the Argentine surplus. About 42,000,000 bushels of the Argentine crop, of which about 69,000,000 bushels are estimated available for export, had been shipped to the first of July, and about 10,500,000 bushels of these exports were reported for the United States.

The demand for linseed oil has been rather dull and this has weakened the market for flaxseed. Much of the oil demand has been supplied by the eastern crushers from Argentine flax, but the western crushers have been forced to meet this competition in order to dispose of their oil output.

With a few exceptions, the condition of the new crop flax throughout the Northwest was reported good at the first of July. Flax showed a very satisfactory germination after the rains which occurred about the middle of June, but some fields have a thin stand and are quite weedy. Much of the seeding was later than usual and the crop generally will probably be late.

66-BUSHEL WHEAT

The announcement of a record crop on a 12-acre tract of Indiana land has caused so much dispute that measurement of the farm land in question was undertaken on June 30, and conclusive proof given that the tract was but 12.1 acres in extent. This area, known as the Cox farm, near New Harmony, Ind., yielded 800 bushels of wheat or approximately 66 bushels to the acre, according to thresher measurement. The wheat is said to be of good quality.

DRAFT SHIPS FOR EXPORT SURPLUS OF WHEAT

Anticipating a crop of 276,662,000 bushels of wheat from Kansas, Oklahoma, Texas, Nebraska and Missouri, against a production of 163,210,000 last year, the Government has pressed an emergency export fleet into operation this month. Fifty-nine extra grain ships have been made avail-

able for the export movement of the bread grain. The cost of providing the Shipping Board with the extra tonnage will total about \$600,000 by July 31.

The acute grain situation and lack of sufficient ships to transport the wheat to the markets of the world was taken up at a meeting of the board, when Secretaries Hoover and Jardine appeared at the suggestion of President Coolidge to discuss what steps the Government could take to aid in the prompt movement of the grain crop.

The two secretaries said that it was necessary that the grain growers of the country be assured at

once that proper facilities would be offered for the transportation of their products. They added that the situation is affecting the price of grain and that assurance of adequate transportation would be an important element in getting a better price for grain for the farmer.

The 59 new ships represent a total tonnage of 519,200. The freighters will be allocated to Galveston, New Orleans, Port Arthur, Houston and Mobile. The 32 ships that will have to be reconditioned for use are now tied up in New York, Baltimore and Gulf ports.

Elevator Prospers in Stronghold State of Sack Grain Handling

By H. W. JEFFRIES

CENTRAL California boasts one of the few grain elevators to be found in the state, and this is located in the town of Lincoln. The majority of those few elevators in the state are attached to flour or feed mills and do not operate independently. The twin elevators of the Lincoln Grain Growers, Inc., are owned by an organization that also operates a feed warehouse, but the elevators do strictly an elevator business. According to the operator and manager, V. C. Koeller, red entries in the ledgers are unknown, and this is



LINCOLN GRAIN GROWERS' FEED WAREHOUSE, LINCOLN, CAL.

naturally very satisfactory to both the owners and to Mr. Koeller.

Inasmuch as this has not always been the case in the history of this company, a great deal of credit for the change must be given to the present operator. Prior to Mr. Koeller's entrance into the organization, losses were not uncommon and it was thought that the elevator business could not be made a profitable one at this point. He has proven this theory to be incorrect, and since 1924, when he joined the company, the profits have grown steadily. Before his connection with this company, Mr. Koeller was engaged in the pottery business in Lincoln. When the directors were looking about for a manager they came to him with an offer that was sufficiently attractive to be of interest, and the result was he forsook pottery for grain. While Mr. Koeller had no elevator experience, the directors had confidence in his ability, and neither party has had cause to regret the change.

The Lincoln Grain Growers, Inc., is an organization composed of 55 stockholders, and in this group are represented the farmers and grain growers of Placer County, as well as a number of local Lincoln business men who are engaged in other lines.

The elevators are of crib construction, and the one covered with corrugated sheet iron measures 36x40x70 feet. The other is newer and was built in 1925, and is now being covered with iron. The work was only partially completed at the time of the writer's visit, as the accompanying picture shows. The measurements on this new unit are 40x40x65 feet. The combined storage capacity of the two units is 125,000 bushels. A large frame warehouse, also ironclad, adds 50,000 bushels more to the storage total. This warehouse is used principally for storage of sacked grains and feeds. The older elevator, which was built in 1922, has 15 bins, and the newer one has a total of eight. The organization is easily able to handle 10 carloads daily, either outgoing or incoming, according to Mr. Koeller.

Grain cleaning is accomplished by the use of one

Monitor Cleaner, and this has an hourly capacity of 600 bushels. Barnard & Leas supplied a barley roll which can turn out 35 tons daily. A Monarch Corn Cracker, of one ton capacity, is also used. Three electric motors provide the required power for the operation of the various machines. These motors are of the three-phase induction type and operate on central station current. Fairbanks, Morse & Co. supplied the two larger units, which are rated at 25 and 30 horsepower, respectively. Belt drives are used and this method calls for a total of 35 feet of leather belting.

A spur of the Southern Pacific Railroad runs alongside the elevator and warehouse and is used almost exclusively for shipping purposes, as the bulk of the incoming grain is delivered to the elevator by wagon or motor truck. The majority of the growers use the motor truck exclusively, and the number of wagons drawn by horses is few.



ELEVATOR OF THE LINCOLN (CALIF.) GRAIN GROWERS, INC.

Corn is perhaps the only exception, and as this is not a corn country, this must be shipped in. Unloading is effected by means of the usual type of wagon dump. The weighing equipment is very complete and includes a modern dump scale; an automatic scale which is used for loading purposes; and two hand and two platform scales. Water barrels and extinguishers of the chemical type are kept in readiness in case of fire.

Besides handling an elevator business of approximately 300,000 bushels annually, the company does no small business on dairy and poultry feeds. Well-known lines of both are kept in stock and find a ready market. Of the sidelines carried, the poultry remedies are considered the most profitable. The feed business has not been as good this year as formerly, due, without doubt, to the abundance of early rainfall which this section received. An abundance of pasturage will naturally cut down the demand for sacked feeds, although the wise feeder is learning that he cannot depend entirely on this source. This section produces wheat, barley and oats, and these are the principal grains handled by the elevator.

The original elevator was built in 1922 by the Placer County Farm Bureau Exchange, and not proving exceptionally profitable under this scheme, it was sold to the Lincoln Grain Growers, Inc., in March, 1925.



Published on the Fifteenth of Each Month
BY

Mitchell Brothers Publishing Co.

OFFICE:

**Manhattan Building, 431 South Dearborn St.
CHICAGO, ILL.**

A. J. MITCHELL.....Business Manager

Subscription Price - - - \$1.00 per Year
English and Foreign Subscription 1.75 " "

ADVERTISING.

This paper has a large circulation among the elevator men and grain dealers of the country, and is the best medium in the United States for reaching persons connected with this trade. Advertising rates made known upon application.

CORRESPONDENCE.

We solicit correspondence upon all topics of interest connected with the handling of grain or cognate subjects.

Official Paper of the Grain Dealers National Association and of the Illinois Grain Dealers Association

CHICAGO, ILL., JULY 15, 1926

SECRETARY JARDINE ANSWERS

SECRETARY JARDINE has had a busy month. He has been accused of conniving with short course college students in Chicago, met to discover ways and means of forecasting market prices. No less than a senator intimated that he was giving them tipoffs from Washington, D. C., in a manner unbecoming a Cabinet member. All this because he had been invited (he did not accept) to speak before the marketing school.

Following this incident came the Seattle charge which appeared in the Congressional Record of June 29. To settle Mr. Settle, who has been having some trouble of his own with the Indiana grain pool of late, Secretary Jardine released an open letter to him last week. In reply to Mr. Settle's assertion that "the brains that promoted the Grain Marketing Company are the brains that promoted the Fess-Tincher legislation," the open letter given to the press says in part:

On March 4, 1925, I refused to interpret the Capper-Volstead Act to include the Grain Marketing Company. This was contrary to the interpretation of your national organization, and I was charged with unfairness. I consistently withstood pressure from your national organization to endorse the Grain Marketing Company as it was organized.

My record will show that I have consistently advocated and insisted that all agricultural legislation in which co-operative marketing associations might play a part should be limited to associations qualifying under the Capper-Volstead Act. I am wondering if you can say as much for legislation which you have sponsored.

Following these two tilts outlined here, Secretary Jardine gave an unusually vigorous address at the American Institute of Co-

THE AMERICAN ELEVATOR AND GRAIN TRADE

operation in St. Paul, Minn., on July 8, that was very well received. (It is printed on Page 21). We submit that the score this month is about three to nothing in favor of Secretary Jardine.

SCIENTIFIC HEDGING

THERE isn't a business in which the man engaged in it is so well protected as it the grain business, providing the grain dealer will take advantage of the means put in his way, Frank Evans of Decatur, Ill., told his audience of country grain men at Urbana just a month ago. His remarks on this subject could have come at no more timely a season. Nor could they have better gone into any other area. For at the present time there are many farmers' elevators scattered through central Illinois, burdened with debt, due to the inefficiency of their managers. There are many privately owned and operated elevators in a bad way from the same cause. And the no-hedge habit is responsible for much of the loss.

At no time, warned Mr. Evans, should grain be carried without being protected. Every elevator manager has his track bids every morning before the market opens. He can buy his grain and sell it immediately for a profit. If it is a time of year when he is contracting for future delivery, he can hedge by a sale of the futures. Then grades and condition of grain must, of course, be studied. All in all, concludes Mr. Evans, it isn't a simple matter, but takes business management to make a success of it. Recognized as one of the most successful hedgers in the trade, the publication of his address in full by the university press is looked forward to with great interest.

SCOTCH STORAGE

ACCOMMODATING the farmer by providing unlimited free storage of grain by the local elevator is an utter impossibility from the financial standpoint. This fact, gradually pressing down on the trade as a whole, is making dealers assume a strictly Scotch attitude toward the service of their bins as storage space. Scotch storage means storage that has a price attached to it. Yet even where a charge is made for storing, there are losses.

An accountant for one grain dealers' association has just completed the audit for a farmers' elevator company that tried to store grain on a charge basis for its customers last year. One of his findings was a loss of \$800 in the oats account.

In this case the manager has an unusual record of ability. In his three years directing the business, the manager has converted a \$12,000 deficit into a \$5,700 surplus, but even 1½ cents per bushel storage charges for oats was not sufficient to prevent a loss in the oat account.

The manager was forced to ship out the oats, for he did not have room in the elevator for it. He was forced to sell it and buy the future in order to play safe. But the future market is not always in the same relation to

Fifty-Fifth Year

the cash market and the company had to pay the cash market when the farmers decided to sell, with the result that what would have been a \$2,000 gross profit in the ordinary conduct of the elevator turned out to be a \$67 gross profit. Operating expenses changed this \$67 gross to a loss of \$800.

WHEREIN WHEAT AND ITS PRODUCTS ARE BLAMED

EXPORTS of grain and grain products during the fiscal year ending June 30 were more than 50 per cent below the corresponding period ended June 30, 1925, according to the indications given in a statement covering the first 11 months of the period, issued today by the Department of Commerce. Exports in May, according to the report, aggregated in value \$27,099,000, as against \$36,640,000 during May, 1925. During both April and May, 1926, exports of grain and grain products showed a considerable improvement over earlier months of the current fiscal year and have tended to lessen the wide difference between exports of the two 12-month periods. On the basis of the 11 months' report, it is estimated that the grain and grain product exports for the fiscal year will amount to about \$260,000,000. Exports of these commodities for the preceding 12 months' period were reported as \$534,791,000, showing an aggregate drop of nearly \$275,000,000.

This decline is, in a large measure, responsible for the decline of more than half a billion dollars in the total of American exports during the current fiscal year.

Analysis of the Department of Commerce report shows that wheat and flour exports were almost entirely responsible for the decline in the total of grain exports during the first 11 months of this year.

Corn exports, however, showed an advance from \$9,500,000 in 1925 to \$19,800,000 in 1926; exports of oats rose from \$5,200,000 to \$15,275,000. Rye exports, however, dropped from \$9,500,000 in 1925 to \$19,800,000 in 1926; exports, although greater in quantity, dropped in value from \$25,300,000 to \$22,700,000.

WORLD WHEAT CROP LESS THAN YEAR AGO

A RAPID upward trend, carrying prices of wheat to the highest point since the middle of February, occurred in the last week as a direct result of the Canadian crop report. The report suggests a yield of 349,000,000 bushels against 411,000,000 bushels harvested last year. This naturally led to a wave of general speculative buying of wheat futures.

An estimated shortage of 166,000,000 bushels in the world's wheat crop for 1926, for Europe, as compared with 1925, has been the prediction of one prominent statistician. At the same time, the United States and Canada combined have about 100,000,000 bushels more. Reductions in Europe are heaviest in the importing countries. The total for Europe and North America is 2,498,000,000 bushels—which compares to 2,569,000,000 a year ago.

EDITORIAL MENTION

Germany is preparing to reduce wheat and barley tariffs. Strangely enough, the main opponents of the move are certain Socialists.

Hungarian elevators will have a good crop to handle this year. It is estimated at 68,196,000 bushels, compared to 67,553,000 bushels last year.

Italy is boosting the potato in its drive to reduce imports of wheat. An Italian giving up his spaghetti—greater patriotism hath no man than this.

Congress has opened the way for a larger corn sugar industry. Some of the state legislatures now might well open the door for industrial corn alcohol manufacture.

"Grain men give more service than any other assembled body of men in the United States," declares a representative from a west coast mill. The miller ought to know.

Argentina uses annually 20,000,000 litres of commercial alcohol. Some of it is made from corn. The corn belt in this country seems completely under the spell of Rockefeller gas.

An 8,000-ton American grain ship, says a dispatch from Bizerte, Tunis, has been grounded off Cape Negre, near Tabarca. Some Mediterranean names are enough to snag any pilot.

Although the Government report of last week suggests an oat crop of 1,334,000,000 bushels, or 168,000,000 bushels short of last year's harvest, it is 9,000,000 bushels above the five-year average.

The large exportable surplus of Russian grain will enter into competition with American grain, but it will also permit a desirable increase in the Soviet imports of grain-handling machinery and equipment.

Argentina's export trade in wheat, which recovered about two months ago from a severe depression, still continues with fair activity. Although the prices at the end of June were considerably above those 30 days before, the peak apparently was passed during the first half of the month.

There is a record movement of wheat in the Southwest, drawn forth by a large milling demand and a fair export trade. Two northwestern millers are said to have bought 4,000 cars of wheat from the Southwest and sold 225,000 barrels of flour. As usual, they are buying while the buying is good.

Now that the Government report is out with its indication of 567,000,000 bushels of Winter wheat, grain men of a bearish sentiment predict that the returns at the end of the season will mount to 600,000,000 bushels, while the estimate of 200,000,000 for Spring wheat may have to be whittled down a bit.

The figures suggest an exportable surplus of 122,000,000. Farm reserves July 1 were 20,739,000 bushels, compared to 29,348,000 bushels last year and a five-year average of 37,000,000 bushels.

The Federal Trade Commission is due for a shake-up this fall. The grain trade is only one of the industries that will greatly appreciate the change, which, according to present forecasts, will be decidedly for the better.

The corn-hog price ratio is now the highest in two years. It is found by dividing the farm price of 100 pounds of pork by the price of one bushel of corn. The result now equals 20, and that 20 equals farm relief in several states.

During June a new grain shipping record was established at the Welland Canal, a total of 27,740,000 bushels having passed through Ontario's "big ditch." This exceeds the previous record, established in August, 1925, by the wide margin of 5,000,000 bushels.

Communists at Prague, Czechoslovakia, carrying out a demonstration against the Czech grain tariff, fell foul of the police recently. In the pitched battle occurring, 10 policemen and a score of civilians were injured. The tariff alone came through unscathed.

Hot weather during the first of this month over the corn belt has pushed the corn crop along considerably. The Government report condition of 77.8 is 6.1 below the five-year average for July 1, and only perfect weather, with plenty of moisture, is necessary to bring the crop to an average yield.

Declaring automobiles may be run as efficiently with alcohol as with gasoline as fuel, an Alabama senator is promoting legalization of corn alcohol production. That is farm relief with which the grain trade will not quarrel. On the other hand, grain men are not doing much to promote the idea.

Varieties of grain developed and grown in South Dakota are to be exchanged for varieties common Chinese varieties. Experiments will follow. China has certain wheat, the leaves of which are extensively used for our straw hats. If North Dakota gets track of this, a state-owned straw hat factory may develop.

Proportionately, South Dakota has been the hardest hit of the four big Spring wheat states, and the possibility of a serious farm labor surplus is looming up. Damage, chiefly from drought, has cut down the crop there to around 11,000,000 bushels, only about one-third of a normal crop. Harvesting labor is already plentiful, to say the least.

The Portland and Seattle Merchants Exchange should clean house and stop the practice of certain of their members who hold up returns on grain shipments from the interior indefinitely, declares R. J. Stephens, president of the Northwest Grain Dealers Asso-

ciation. The serious part about such a situation is that a whole exchange is apt to be judged by the high-handed methods of two or three firms.

The rye situation is becoming increasingly bullish. The crop of 40,000,000, as estimated by the Government on July 9, is the smallest in 14 years. Prospects for rye abroad are unfavorable, especially in Germany, yet foreigners are not buying rye futures to any extent. Eastern and northwestern operators, however, are taking hold enthusiastically. They will not regret it.

The economic function of the futures grain markets in acting as a cushion to sustain prices at the seasonal periods of heavy marketing around harvest time is coming to be better understood. This year has furnished an excellent example, when the movement of wheat attendant on the harvesting of the Winter crop has been of record proportions and yet the futures market has advanced instead of declining.

An important contribution to literature relative to wheat grades, pointing to the need of a change to cover the protein content, now generally disregarded by all grading standards, is found in "Protein Content, a Neglected Factor in Wheat Grades," published by the Food Research Institute of Stanford University. "The premiums that millers pay or are willing to pay for higher protein wheats," say the authors, "are not yet, under present conditions, at all fully reflected back to the wheat grower. This operates to the disadvantage of the producers of some of the choicest wheats, notably the dry-land farmers." Some new pronouncement on protein grading from the Department of Agriculture is patiently awaited by those who are interested.

A contributor to *Traffic World* believes the Department of Agriculture's enthusiasm for Alaskan wheat is all wrong:

The United States Government is again doing some misleading advertising. The Department of Agriculture has put out a bulletin saying that "the popular conception of Alaska as a frozen, inhospitable wilderness, worthless for agricultural purposes, is giving way to a more favorable view as a result of experiments carried on by the agricultural experiment stations of the territory." That is the initial statement under a caption, "Cereal Growing Possible in Large Part of Alaska." The reason for the bulletin is found in the fact that the stations have developed grains that will grow in some of the valleys in the short but hot summers. The fact that it would cost about \$60 a ton to bring the grain to market is not set forth in the bulletin. There is no economic need for the development of Alaska as an agricultural region now. There was no economic reason for the Government railroad there, and Alaska coal, even for naval use, has been a costly dream by Government employes believed to be utterly unconcerned by the economic features of the matters discussed by them. Grain growing in Alaska is possible—so also is it possible to make gasoline out of seaweed—at a cost of about \$1,000,000 a gallon.

This criticism has its good points, but surely Alaska is good for something more than so many gold rushes. Grain raising is at least a possibility.

H. C. GAMAGE
Kansas City

NEWS OF THE TERMINAL MARKETS

H. I. BALDWIN
Decatur

MILLS TAKE WHEAT TO TOLEDO

In the market letter of July 10, Southworth & Co. of Toledo, say:

Cutting of wheat has started in this vicinity. The northern part of the state reports excellent prospects. The central part is not so good. Millers are paying considerably more than exporters. The lowly worm turned, cash corn gaining over five cents. Receipts are very light. Demand is chiefly for fresh shelled, which advanced faster than futures, as the latter represents kiln dried corn. Oats movement is light, but the demand is only fair. Rye advanced more than other grains this week. Our bids on rye should look attractive.

NEW WHEAT FUTURES CONTRACT AT ST. LOUIS

The St. Louis Merchants' Exchange is trying out an innovation in wheat contracts which may lead to important changes in hedging rules on all markets if it proves successful there. A new rule provides for two forms of contract for future trading; that which has been in use, and a new contract on which only Nos. 1, 2 and 3 Red are deliverable, the latter at a discount of five cents per bushel.

In the past, Soft wheat millers have had no market on which they could purchase wheat against future flour sales with assurance that they would get millable Soft wheat on delivery. St. Louis is our largest Soft wheat market, but it is not exclusively a Soft wheat market and the delivery of a Hard wheat against a Soft wheat flour contract was of no value to the millers. The new contract gives them this protection and no doubt will be widely used. The danger lies in the possibility of serious congestion in delivery months if many millers elect to take delivery. The experiment will be watched with interest by all markets.

NEW RULES AT CHICAGO

On July 1, by vote of the members, the Chicago Board of Trade adopted a number of amendments to its rules which are of interest to shippers and the trade at large. Amendments were adopted governing cotton trading, noted in another column, and governing the fees for inter-membership trading, but the following are of general interest:

Amend Rule 344 to read as follows:

344. Sales by Sample—Where grain is sold by sample or on arrival if sold to arrive, the buyer has the privilege of official resample by the Association sampler and must accept or reject by 11:00 a. m. the following day, unless it shall have been impossible for the Association sampler to sample such grain, in which case the buyer shall notify the seller by 11:00 a. m. on the day following the purchase, and such grain shall be sampled as soon as possible, and the buyer must accept or reject promptly after the Association sample is received. When the Association sampler reports cars too full for thorough sampling, the buyer has the privilege of the Association official's resample at unloading, but it shall be the duty of the buyer to notify the seller by 11:00 a. m. on the day following the purchase, or upon delivery of the sample, if delayed as above noted, of his intention of re-examine such cars at the time of unloading.

Amend Rule 345 to read as follows:

345. Overloading—Cars loaded too full for proper inspection and so noted on the inspection certificate are subject to re-inspection at the time of unloading. Amend Rule 296, so that it will read as follows:

296. Failure to Deliver—Where a seller who is obligated to deliver any commodity on a future delivery contract, fails to deliver at maturity, and by reason of such default, the clearing house fails to deliver to some buyer, both seller and buyer shall adjust their trades with the clearing house to the closing price of the last business day of the month, pursuant to the by-laws of the clearing house. There-

upon, the president, with the approval of the Board, shall appoint a committee of three from the membership at large, who shall determine the true commercial value of such commodity at the time of the default. The true commercial value of such commodity shall be determined in the light of its value in this and other established markets, its value for manufacturing purposes together with such other facts as may properly be considered. The committee shall also assess, as liquidated damages against the defaulting seller, from one to 10 per cent of such true commercial value. The true commercial value as found by the committee plus such award of damages, shall constitute the basis of adjustment on such defaults. Thereupon, there shall be an immediate readjustment to such basis between the defaulting seller and the clearing house, and also between the clearing house and the buyer to whom the clearing house defaulted. When such readjustments have been made, the default of the seller to the clearing house, and also the default of the clearing house to the buyer, shall be deemed fully settled and adjusted.

NEW YORK CLEARING HOUSE

The New York Grain Clearing Corporation has been formally incorporated, officers elected and it is all ready to do business as soon as the futures market opens in the New York Produce Ex-



JULIUS H. BARNES

change. The election of officers was held on June 30. Alex Hansen was elected president; Robert F. Straub, vice-president, and W. C. Rossman, secretary of the New York Produce Exchange, was elected secretary-treasurer of the Clearing Corporation.

The directors of the clearing house are Julius H. Barnes of Barnes-Ames Company; C. Walton, Andrus of C. W. Andrus & Son; Axel Hansen, owner of the Hansen Produce Company; Robert F. Straub, of Montgomery, Straub & Co.; Benjamin F. Schwartz of B. F. Schwartz & Co.; Wilfred F. Roser of the Melady Grain Company; Harry B. Watson of the M. B. Jones Company; Frederick H. Teller of Knight & Co., and Albert C. Field of Albert C. Field Company, Inc.

The proposed by-laws of the Produce Exchange covering grain futures provides that all such contracts shall be cleared through the Grain Clearing

Corporation, and it is specified that the contract and tenderable grades are so to be cleared, including bonded wheat. In the case of bonded wheat, all Canadian grown, the Clearing Corporation will follow the same procedure as in the case of American wheat.

The clearing house is the vehicle of all deliveries. The delivery units are 5,000-bushel lots and/or 1,000-bushel lots, and multiples of these two amounts. The by-law plan proposes a clearing rate of 1-16 cent bushel on orders for not less than 5,000 bushels given by one resident member to another and closed out the same day.

CROP ESTIMATES BY EXPERTS

The four Chicago crop experts are agreed that the Winter wheat crop made substantial gains during June. The average estimate of improvement is 19,000,000 bushels. During the same period, Spring wheat prospects were reduced 9,000,000 bushels. The average for the total wheat crop is 769,000,000 bushels, against 668,000,000 harvested last year.

Cromwell estimates farm reserves of wheat at 16,000,000 bushels, the smallest, with two exceptions, in 20 years, and compares with 29,700,000 last year. Indicated carry-over of wheat in all positions is around 50,000,000 bushels, against 87,000,000 bushels last year, suggesting total supplies for the season of 819,000,000 bushels, against 755,000,000 bushels last year.

Indicated corn crop is 2,814,000,000 bushels, or 87,000,000 bushels less than harvested in 1925. Condition averages 81.4, against 86.4 last year, and a 10-year average of 84.1. Acreage averages, 103,032,000, against 101,631,000 last year. Oats prospect was reduced 50,000,000 bushels during the month. Rye crop is estimated at 38,000,000 bushels, against 41,000,000 bushels in June and 49,000,000 bushels harvested last year. Details follow, last six ciphers omitted:

	Winter wheat	Spring wheat	Corn	Oats
Snow	564	206	2,850	1,364
Bryant	555	205	2,838	1,295
Murray	561	207	2,726	1,275
Cromwell	569	211	2,840	1,306
Average	562	207	2,814	1,310
June	543	216	.....	1,360
Last year	398	270	2,901	1,502

COTTON TRADING UNIT REDUCED

By a vote of 526 to 16, the Chicago Board of Trade has adopted an amendment providing for cotton trading in contract units of 50 bales. In the past, business has been conducted in units of 100 bales. The change marks a departure from the established practice in the leading American future markets.

Samuel P. Arnot, chairman of the Cotton Committee, said that 50 bales of cotton represent about one small carload, and is almost equal in monetary value to 5,000 bushels of wheat, and is considerably greater in value than 5,000 bushels of either corn or oats.

"The contract unit in grain as dealt in on the Board of Trade is 5,000 bushels, but split contracts of 1,000 bushels each are likewise traded in by those desirous of the smaller quantity," he said.

"When the Board of Trade inaugurated trading in cotton in December, 1925, there was an insistent demand for the establishment of a 50-bale minimum contract, but at that time it seemed advisable not to deviate from the custom prevailing in other domestic cotton markets. In light of the experience of the last 19 months, however, it is thought that a 50-bale contract more nearly meets the general re-

quirements of the cotton trade than the larger unit does, as small dealers, spinners and farmers can more accurately hedge their transactions, while the large dealers lose none of their advantages.

"Trading in Egyptian cotton at Liverpool and in American cotton at Havre and Bremen is said to have been conducted for a number of years on 50-bale contracts and that unit seems to have worked well in those markets.

"Fifty-two new members primarily interested in cotton have joined the Board of Trade since the cotton market was established, and practically all of them have favored the smaller contract."

GOOD MARKET FOR CORN AT PEORIA

Corn: Receipts have not been heavy the past few weeks and prices show some advance, with better inquiries for shipping and a brisk demand for industrial purposes. This market has kept pace with the advance on graded corn and has been and is now considerable over other markets on off grade corn. Receipts the past few days have been lighter and no doubt will continue so for some time, if weather conditions are good for gathering the new hay and small grain crops. Oats: Receipts have been rather light also. Our prices have been well in line with other markets. Some cutting of new oats in the southern part of this state, but it will be several weeks yet before any general oats harvest. Prices will no doubt hold firm or may do some better, until new oats start to move.—*Mueller Grain Company, Peoria, Ill. Letter of July 12.*

THE MARKET AT CHICAGO

Wheat: Lower on the Government crop figures. No business reported from the seaboard, and very little activity in the cash trade here. Winnipeg reports a good demand for wheat at stronger premiums. Kansas City had 1321, Minneapolis 255 cars. The higher quality of the new crop in the Southwest quickens the demand, and good premiums are therefore maintained. The new Red Winter in today from Indiana brought a better premium, 6½ over July than recently paid for old.

Corn: Opened higher, the trade did not expect the low figures indicated in the Government estimate. A better cash trade; arrivals were larger, chiefly Illinois lots. Western markets still command the moderate shipments from stations west of the Mississippi River.—*Pope & Eckhardt Company, Chicago, Ill. Letter of July 12.*

FIRST CO-OPERATIVE ON CHICAGO BOARD

The entrance of the first representative of co-operative organizations into the membership of the Chicago Board of Trade was made recently when Wilbur W. Young was elected to membership. Mr. Young is general manager of the Southwest Co-operative Wheat Growers Association with headquarters in Kansas City, Mo. He has been a member of the Kansas City Board of Trade for some years, the Southwest Co-operative holding other memberships in that exchange.

The organization which he represents is a Hard wheat pool and is comprised of state wheat associations in Kansas, Oklahoma, Nebraska and Colorado. A 1,000,000-bushel terminal elevator at Kansas City has been recently completed and a 500,000-bushel house at Leavenworth, Kan., will be operated by the organization.

EARLY WHEAT AT INDIANAPOLIS FINE

The Cleveland Grain & Milling Company of Indianapolis, under date of July 12, writes: New wheat is beginning to move through our market from southern Indiana, but it will be a couple of weeks before we will get a general movement of wheat from central Indiana and central-northern Indiana. The wheat that we have received so far has been of excellent quality, grading No. 1 and testing 61 to 62 pounds; and this early wheat is bringing fancy premiums.

The territory, however, from which we are receiving this wheat has had some heavy rains in

the last few days which will stop the movement, and probably the wheat will not grade quite so well for awhile on account of these rains. As a matter of fact we had a few cars in Saturday that graded off on account of moisture.

Farmers report yields of all the way from 20 to 40 bushels to the acre. However, most of this wheat is yielding around 25 bushels to the acre; and it is sure excellent in quality.

VOLUME OF GRAIN FUTURE TRADING IN JUNE

The report covering the grain futures transactions on the Chicago Board of Trade for June, as given by L. A. Fitz, grain exchange supervisor, shows that trades for all grains aggregated 1,520,137,000 bushels, as against 1,379,286,000 bushels in May, and 2,413,613,000 in June, 1925. The total of June trades in bushels was divided as follows, and for purposes of comparison the total of each grain



L. A. FITZ

for May is given in parentheses: Wheat, 1,050,089,000 (1,077,789,000); corn, 320,783,000 (221,142,000); oats, 99,411,000 (50,670,000); rye, 49,854,000 (29,685,000).

The average open contract in futures at Chicago in June, on the "short" side of contracts only, were: Wheat, 84,845,000 bushels, compared with 85,808,000 in May, and 103,475,000 in June, 1925; corn, 60,624,000 bushels, as against 53,831,000 in May and 55,271,000 in June of last year; oats, 36,631,000 bushels, compared with 37,618,000 in May and 41,976,000 last year; rye, 9,751,000 bushels, as against 8,359,000 in May and 8,515,000 in June, 1925.

ELECTION AT INDIANAPOLIS

At the annual election of the Indianapolis Board of Trade, held on June 14, Linton A. Cox was made president and E. Clifford Barrett vice-president. Thomas Oddy was re-elected treasurer. Secretary W. H. Howard will continue the work which he has performed so well for many years.

Brodhurst Elsey, retiring president of the organization, was elected a member of the Board of Directors to serve with the following men chosen in the election: Bert A. Boyd, A. M. Glossbrenner, William C. Hayward, Fred Hoke, Joseph A. Kebler, Samuel E. Rauch, Roy Sahm, Edwin K. Shepperd, Carl F. Walk and Victor C. Kendall. F. M. Montgomery, Lynn E. Stone and E. A. Manlove served as the Nominating Committee for the election.

While President Cox is an attorney, highly regarded in legal circles of the Hoosier state, and so far as is known has no interest in the grain business, the grain shippers of the Middle West can still be assured that they will be well taken care of

on the Indianapolis market, for the old standbys are on the job looking out for the shippers' interests: Bingham Grain Company, Cleveland Grain & Milling Company, Hart-Maibucher Company, Hayward-Rich Grain Company, Midwest Elevator Company and the Wallace-Good Company.

NEW VISIBLE SUPPLY REPORTS

The Department of Agriculture has asked a number of grain exchanges whose stocks of grain were not hitherto included in the visible supply, to cooperate with the Department in making the reports more accurate.

In his letter on the subject, Secretary Jardine says: "The present commercial stocks, or visible supply, of grain as reported by trade organizations are for only a part of the markets and do not include several which have become of importance during the past few years. The stocks reported are not comparable as between markets. In a few markets public warehouse stocks only are reported while in others all, or a part, of the private stocks are also included. To make these statistics more complete and comparable it seems necessary to include additional important grain markets and more clearly define the character of the stocks to be reported as commercial stocks of grain in store in these markets."

The plan is to release the statement to the press and forward by wire to the original markets at 2:15 Eastern Standard Time, or as soon thereafter as practicable each Monday.

INDIANA PROSPECTS GOOD

Crabbs Reynolds Taylor Company, of Crawfordsville, Ind., in a letter of July 10, says: Wheat: Cutting is on in general. No threshing has been done except in the extreme southern part of the state. A good yield of excellent quality is expected. While the acreage was cut down and the stand somewhat thin, this will probably be made up in the large sized kernels of good quality which will make the yield around here equal to that of last year. Farmers are expecting to put out a large acreage this fall.

Corn: Making rapid growth and doing exceptionally good, although the majority is very late and will require continued ideal weather to make any corn. Fields are clean and there is plenty of moisture. Receipts of old corn have been fair. The grade better than usual.

Oats: Are ripening and cutting will probably begin the latter part of the month. The oats are thin on the ground but they are well filled and may make a crop of good quality. There are quite a few of them being cut for hay as farmers figure that they can feed the oats as hay with more profit than to have them threshed and pay the expense necessary. Hogs are worth around \$13.50 or better cwt. net to the farmers, depending on the grade.

ILLINOIS DOING WELL

Wheat cutting has been general during this week in territory from Decatur south and some points have it all in the shock. Territory north of here is getting a good start and next week will see this work completed. Weather has been very favorable for filling and has resulted in previous estimates being raised from two to five bushels per acre. The crop promises to be good quality and test weight.

Warm days and frequent rains have done wonders to Illinois growing corn, much of it now being almost up to normal: however there is a great deal that is yet a week or more late and will need good weather for some time. Most of the crop is laid by. A few points have not been favored with recent rains, but most of the territory has ample moisture.

Farmers have found a little time to deliver old corn, and this coupled with a few cents advance in price has caused some selling. Corn contracted by the International Harvester Company is also being shipped in small amounts. Demand for old corn shows improvement and we are hoping the movement from farms will be light enough for some time to reduce stocks of kiln dried corn in terminals.

Oats have been favored by moisture and moderate

temperatures, but they started out late and have needed near ideal conditions to make a good crop. Most people are expecting a fairly good crop, but not a bumper one. Cutting should start in about 10 days. Old oats are in better demand, but not a large quantity left for sale.—*Late letter from H. I. Baldwin & Co., Decatur, Ill.*

PEORIA PROSPECTS FINE

The Peoria market has been moving along in a rather comfortable way for some time. Prices here on corn have been rather better than other competing markets for the shipper. The local industries are now requiring around 70,000 bushels daily and besides there has been a rather good elevator demand for the better grades and some demand for all sorts for shipment. Taking it all in all, conditions here have been good for the shipper. Prices, of course, have been entirely too low on corn and oats to suit either the country shipper or the farmer. Today we had an advance of as much as two cents per bushel on corn, which makes it look a little better. Prospects are for a rather light movement in the near future and we are confidently expecting better prices everywhere on the corn shipments.

Oats have been moving slowly to Peoria and slowly in all other markets. The total daily arrivals of oats in seven of the leading primary markets have ranged from 40 to 100 cars per day, which is an average of not over 5 to 15 cars daily arrivals. The buying demand has been light but now the situation in oats seems stronger. The growing crop is not a large one and it seems as if there should be a further advance in value.—*P. B. & C. C. Miles, Peoria, Ill., Letter of July 13.*

GRAIN FUTURES CRITICIZED

The grain exchanges have before them for consideration five changes in rules dealing with futures, proposed by a committee of the Millers National Federation. The committee consisted of B. J. Rothwell, Boston; D. D. Davis, Minneapolis; C. M. Hardenbergh, Kansas City; C. B. Jenkins, Noblesville, Ind., and George S. Sparks, Alton, Ill. The recommendations are as follows:

After careful consideration of all the factors involved your Committee makes the following recommendations to the Executive Committee:

1—Constant wide fluctuations in wheat prices are seriously harmful to the producer, converter, distributor and exporter. We ask the prompt and earnest co-operation of the Grain Exchanges and the Department in finding effective means to solve this problem.

2—The fullest knowledge of daily trading operations and this status of the future trading markets being essential to the proper conduct of hedging, we request the Department of Agriculture through its Grain Futures Administration to publish daily in segregated form for each grain and each active future the "volume of trading" and the "open contracts" in all "contract markets."

3—The present practice of trading in futures seven to eleven months in advance serves no useful purpose; it manifestly cannot be based upon any knowledge of conditions or prospects of the succeeding crops and is purely speculative; we therefore recommend that no trading in futures be permitted more than five months prior to maturity.

4—We recommend that in all contract markets Federal inspection and re-inspection be permitted and considered final on all deliveries of grain on future contracts.

5—We recommend the appointment of a standing Committee of five on Future Trading, of which Committee the president shall be an additional member ex-officio.

CHANGES IN MEMBERSHIP

Chicago.—The memberships of the following on the Board of Trade have been transferred: Wm. J. Thayer, Hugh C. Howell, Estate Frederick Frohmann, Maurice W. Samuels, Sam S. Denman, Charles E. Valier, Louis A. Hurd, James W. Holmquist, Charles Dickinson, George G. Guyer, and Estate of John E. Mann. Memberships have been granted to: Stanley K. Pierce, Martin T. McDonough, Julius Isaac, John C. Evans, John H. Peel, Adam J. Riffel, Burford L. Porter, Jack A. Ablin, Allen Logan, Lester W. Wheatland, Wilbur W. Young. Reported by Secretary James J. Fones.

Duluth.—F. B. Getchel is a new member on the Board of Trade. The membership of P. B. Getchel

has been withdrawn. Reported by Secretary Charles F. MacDonald.

Kansas City.—Charles H. Kensler has been elected to membership on the Board of Trade on transfer from C. H. Fontaine, Jr.

Milwaukee.—Henry W. Kasserow, purchasing agent for the Charles A. Krause Milling Company, is a new member on the Chamber of Commerce. The membership of J. E. Betts has been transferred.

TERMINAL NOTES

The Continental Grain Company of Chicago, Ill., has increased its capital stock from \$1,000,000 to \$1,500,000.

George F. Binderim, for six years Federal grain supervisor at Oklahoma City, Okla., has been transferred to Omaha, Neb.

On July 1, John H. Frazier succeeded John Lynn as chief grain inspector of the Commercial Exchange at Philadelphia, Pa.

On July 1, the Tyng Grain Company, which has been operating a grain business at Peoria, Ill., for years, went out of business.

A grain office has been established in the Grain Exchange Building at Oklahoma City, Okla., by the R. H. Conyers Grain Company.

Thomas C. O'Brien is manager of the Abell Forwarding Company at Buffalo, N. Y. He has offices at 637 Chamber of Commerce.

Allan S. Noyes is associated with the Chicago office of Noyes & Jackson. He was formerly western manager of the National Quotation Bureau.

Jas. Richardson & Sons, Ltd., of Winnipeg have been granted the privilege of corporate membership in the Minneapolis Chamber of Commerce.

John Pank has gone with the Van Dusen-Harrington Company of Minneapolis, Minn. He was formerly with the Hallet & Carey Company, Minneapolis.

Rooms 1403 and 1404, Corby Building, St. Joseph, Mo., are now occupied by the Grain Exchange. All departments of the Exchange can now be served more easily.

The Portland, Ore., offices of Strauss & Co., Inc., have been moved from the Lumberman's Building to the Yeon Building. This change was made the first of July.

R. B. Waltermire is the traveling grain solicitor for the Fuller Grain Company of Kansas City, Mo. He was for years secretary of the Board of Trade of Wichita, Kan.

R. W. Wallace is now at the Lewiston, Idaho, office of the Kerr, Gifford & Co., grain dealers of Spokane, Wash. He was formerly in the Spokane office of the firm.

Clyde Trousdale has opened an office at Hutchinson, Kan., for the Russell Grain Company of Kansas City, Mo. He has been admitted to the Hutchinson Board of Trade.

To conduct a grain business with offices at 644 Peyton Building, Spokane, Wash., L. A. Rumburg and E. M. Cardwell have formed a partnership under the name of Rumburg & Cardwell.

The Smoot Grain Company has been formed at Salina, Kan., by B. K. Smoot who was formerly associated with the Rickel Grain Company. His offices are in the Farmers Union Building.

A Delaware charter has been granted the New York Grain Clearing Corporation which will deal in all kinds of grain. The capital stock is \$100,000. Axel Hansen of New York City took out the papers.

A grain business has been started at Salina, Kan., by Ted Branson under the name of the Ted Branson Company. He was formerly a member of the Hoffman-Branson Company. Art Hoffman operates as the Art Hoffman Company with offices in the Farmers Union Building.

On June 21 the first shipment of new Winter wheat from the 1926 crop was received at Minneapolis, Minn. It hailed from Gibbon, Okla., and was consigned to the McCaull-Dinsmore Company. It brought \$1.58½, nine cents a bushel over the ruling quotation on Minneapolis July futures. It

was heavy wheat, testing 61.2 pounds to the bushel with protein content of 12.45. The grade was fixed as No. 1 hard.

A. C. Robinson is associated now with the Jackson Bros. & Co., in Chicago. He recently retired from the Hunter-Robinson Milling & Grain Company of St. Louis with whom he had been connected for some time.

A change has been recommended by the Rules Committee of the Hutchinson Board of Trade that in order to make transfer a fee of \$500 will be required between members of one firm and \$100 between outside members.

Charles H. Kensler is the new manager of the wheat department of the General Commission Company of Kansas City, Mo., of which C. H. Fontaine Jr., is president. He was recently admitted to the Kansas City Board of Trade.

Shelby Price is the new Des Moines, Iowa, manager of the Armour Grain Company of Chicago. He was recently with the Brocton Elevator Company of Brocton, Ill., and before that was with the James E. Bennett Company at Paris.

R. C. Miller has been promoted and transferred to the field headquarters of grain supervision, Chicago, effective August 1. He was for five years supervisor of grain for the Nashville, Tenn., district, United States Department of Agriculture.

A Spokane office has been opened by the R. M. Hawkins Grain Company with L. M. Smith in charge. The company's headquarters are at Seattle, Wash. Mr. Smith was for eight years with the Waterville (Wash.) Union Grain Company.

R. H. Shepherd is associated with J. B. Taylor who is conducting a grain business in St. Louis under the name of the J. B. Taylor Grain Company. Mr. Shepherd was formerly president of the Carter-Shepherd Milling Company of Hannibal, Mo.

The grain quotation ticker service of the Cleveland Telegraph Company which has been controlled by the Chicago Board of Trade has been taken over by the Western Union Telegraph Company. In the past this service was divided between the two companies.

At the annual election of the Ogden Grain Exchange, Ogden, Utah, H. P. Iverson was chosen to succeed E. R. Alton as president. Mr. Iverson is manager of the Sperry Flour Company's mill there. W. H. Berrett is vice-president; and B. L. Slack, secretary-treasurer.

The Getchel & Tanton Company on August 1 will open for business for the first time at Duluth, Minn. P. B. Getchel, the senior member of the firm, has bought the Board of Trade seat of his father. The new company will conduct a general grain handling business.

At the recent annual meeting of the Pittsburgh Hay & Grain Exchange, the following officers were elected for the year: President, William L. Walton; vice-president, A. J. Gosser; secretary, I. N. Daker; treasurer, John Floyd; directors, R. V. Harper and W. F. Heck.

The Nye Schneider Jenks Company of Omaha, Neb., and the Independent Grain & Lumber Company of Mason City, Iowa, have changed their corporate name to the Nye & Jenks Grain Company. The company will conduct business at 320 Grain Exchange, Omaha, under the same management.

Hammond Snyder & Co. Inc., grain forwarders at Baltimore, Md., have been reorganized following the death of John W. Snyder, president, recently. The following officers were elected: President, W. Leroy Snyder; vice-president and treasurer, Philip C. McIntyre; secretary pro-tem, Melchior J. Arm-acost.

R. A. Wallace has bought a half interest in the Noll Brokerage Company at Salina, Kan., and will have charge of the Salina office. He was for 10 years traffic manager of the Shellabarger Mill & Elevator Company. George Noll, the senior partner of the firm, will open a brokerage office at Hutchinson, Kan.

Under the supervision of O. T. Newhouse, president, and C. L. Newhouse, vice-president, the Wood-

TRADE NOTES

ward-Newhouse Company, one of the old grain firms of Minneapolis, Minn., is being liquidated. The company has withdrawn its membership in the Chamber of Commerce. Members of the firm are leaving the grain business in order to devote their time to real estate holdings.

William J. North is manager of the Minneapolis, Minn., branch of Jas. E. Bennett & Co., of Chicago, grain and stock commission merchants. He is well known in financial and grain marketing circles in Minneapolis.

The Grain Brokerage Company, with Mr. Emmons, manager, has opened an office at 305 Keystone Building, Houston, Texas. The company will operate strictly as brokers handling everything in the grain, hay and feed line.

A wire office and cash grain business was opened in the Corby Building, St. Joseph, Mo., by B. C. Christopher & Co., of Kansas City, Mo. C. M. Replogle will be in charge of the office and has applied for membership on the exchange.

Members of the Denver Grain Exchange chose officers for the coming year as follows, at the recent election: President, Robert P. Quest; first-president, R. C. Johnson; second vice-president, O. M. Kellogg; secretary-treasurer, H. S. Mundhenk.

Allen Logan is now a member of the Chicago Board of Trade. His firm, the Logan Bros. Grain Company of Kansas City, Mo., recently opened offices at Hutchinson and Salina, Kan. The company will use the Bartlett Frazier Co.'s wire service at Chicago.

The Omaha Grain Exchange has amended or changed some of its rules to make them conform with the rules of the Grain Dealers National Association. It is the Exchange's policy to make its rules conform to those of the Grain Dealers National.

The present schedule of discounts and dockages on the St. Louis Merchants Exchange is to be continued without change during the new season. The Federal grades will be made the basis of barley trading. The protein content in wheat will be computed on the uniform moisture content of 13½ per cent.

Herbert Binkley has been appointed Federal grain supervisor at Oklahoma City, Okla., succeeding C. M. Binderim. He was formerly with the Oklahoma City Mill & Elevator Company. While in the Federal service, he has been stationed at Galveston, New Orleans, Duluth and other grain and exporting centers.

A grain and stock ticker has been installed in the booth of Wm. E. Harris & Son, grain commission merchants and forwarders of Baltimore, Md., on the main floor of the Baltimore Chamber of Commerce. The company is the Baltimore correspondent of Jas. E. Bennett & Co., Chicago grain and provision merchants.

F. G. Olson is now associated with the Mid State Grain Company of Oklahoma City, Okla., as assistant manager. He was formerly with the Sun Grain & Export Company of Guthrie, Okla. The Mid State Company recently took large quarters in the Grain Exchange Building and will increase its facilities for handling business.

Edward Whalen has been chosen to direct the activities of the Hutchinson Board of Trade during the coming year. He is manager of the Beyer Grain Company. Bruce F. Young, treasurer of the Consolidated Flour Mills Company, and Walter Stiles, grain buyer for the Larabee Flour Mills Corporation, were elected to the directorate.

The consolidation has been effected at Birmingham, Ala., of the Wood-Crabbe Grain Company and the John W. Wood Grain Company. In the merger, the Wood-Crabbe Company absorbed the John W. Wood concern, and the business will be conducted at the home of the Wood-Crabbe firm. John W. Wood, former president of the absorbed company, will be assistant to the president and sales manager of the new firm. The company manufactures cornmeal, feed, and whole wheat flour, in addition to handling grain.

I. C. Lyman, who has been actively engaged in the grain elevator shipping business, operating elevators in Milwaukee and Chicago for the past 25 years until his grain elevator burned two years ago, and since that time has been issuing Grain Talks, giving the country shippers the benefit of his 25 years of successful business experience, will leave July 10 on an auto trip to Seattle and Alaska, returning about September 15, when Grain Talks will again be renewed.

"It's not where you start from but where you get to—that counts" is the slogan featured on the July calendar card of S. T. Edwards & Co., feed system engineers of 110 So. Dearborn Street, Chicago. Taking a page from Mr. Edward's own note book, from a small beginning in the manufacture of mixed feed, he has managed some of the largest feed mills in the country, has developed important processes and formulas and is now acknowledged to be one of the few high class engineers of feeding systems in the world. It is a fortunate man that can make a slogan work so well in his own behalf.

Grain dealers are so accustomed to expect high quality in the power transmission and grain handling machinery made by the Webster Manufacturing Company of 4560 Cortland Street, Chicago, Ill., that it will be no surprise to learn that other industries look to the firm with the same confidence. We are reminded of this by a recent folder from the company, which describes the Wayne Loader, a device invented by a practical miner for loading ore into a mine car. It has a number of features which seem to make it superior for its purpose to anything now on the market. Probably not many grain dealers are interested in mining, but if any of our readers happen to be, they will find this bulletin of interest.

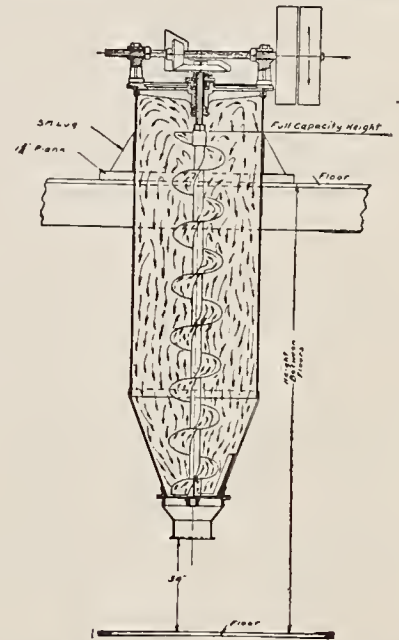
One of our leading engineers in the elevator construction line, L. A. Stinson, names as among the greatest improvements in elevator construction and operation in the last 10 years, the use of mechanical car-door openers. Evidently, practical elevator operators think so, too, according to the Strong-Scott Manufacturing Company of Minneapolis, Minn., for the demand for the Peterson Pneumatic Grain Door Remover and the Pank Grain Door Remover is increasing steadily, and the satisfaction of users is so great that they advertised the savings in time and labor among their friends. An ax, even in the most skillful hands, was a pretty poor instrument to handle tight grain doors with. It is much easier to turn a lever or wheel and let the machine do the work in one-tenth the time, and far better. The Strong-Scott Manufacturing Company has issued a special catalog on door removers which will interest you.

The Huntley Manufacturing Company of Silver Creek, N. Y., is now engaged in moving to its new plant at Brocton, N. Y. Because of the impossibility of breaking production, a unique method is being used. They first installed the large amount of new machinery which they have purchased with which to increase production. Then a careful template of each machine to come out of the Silver Creek plant was made and its position in the new plant carefully plotted and painted on the floor. One by one, the company is taking out the machines from the Silver Creek plant and taking them to Brocton and installing and starting them. As each machine goes its operator also goes and immediately places it back in production. This, of course, means the operation of two plants for a time, but no other method was possible which would not seriously break into production. The new foundry at Brocton is complete and ready. The dry kiln, built along modern lines, is rapidly assuming shape and will soon be ready for use. Under these conditions, it is hard to say when the transfer will be completed, but due announcement will be made when the office is transferred and Brocton made the permanent address.

CUSTOM FEED MIXING IS
GROWING

Steady development of the mixed feed idea is one of the marked trends in the milling industry. State departments and agricultural colleges, as well as the United States Department of Agriculture, constantly receive requests from farmers for formulas and instruction for feeding their livestock. Naturally, they tell them how best to use their home grain and what he should have mixed with them to make a balanced ration that will give the most profitable returns. This is resulting in an added source of profit for the millers—custom mixing.

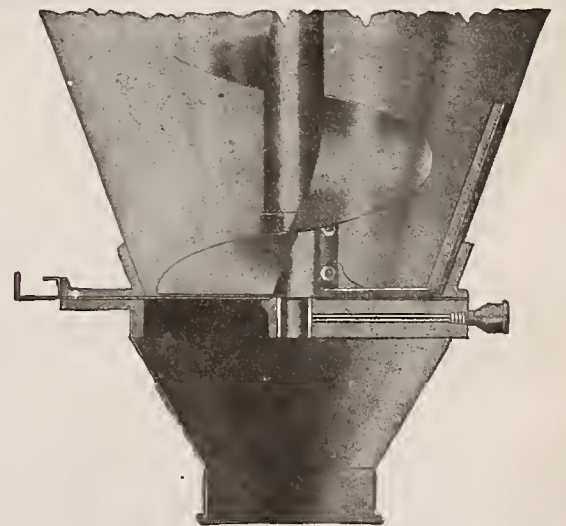
The increasing number of farmers who want their own formulas mixed makes it essential that the mill desiring to handle this business should



ACTION DRAWING OF THE MONARCH VERTICAL FEED MIXER

have a mixer. One that will permit mixing one formula and changing to another without any danger of any of the previous batch remaining to contaminate the new batch.

This necessity has resulted in new designs in mixer construction. For years only the horizontal type machines were used. Now, however, mixers are built in many various shapes. The Monarch Vertical Mixer marked an innovation in mixer design that has proved very effective. We illustrate



BOTTOM OF MONARCH MIXER SHOWING CLEANING DEVICE

herewith an action drawing that shows how the stock is kept in a continuous motion that brings about a very thoroughly mixed feed in a few minutes. Attached to the bottom of the upright spiral is a specially designed scraper arm (a patented device, we are informed) that extends up the side of the cone and keeps the stock be it light or heavy, thoroughly agitated and flowing freely when the discharge is opened. This device insures a clean mixer after every batch and does away with brushing or sweeping out the machine before starting a different formula.

Fig. 2 shows a phantom view of the bottom of the Monarch Mixer and illustrates that it is impossible for any of the stock to lie on the bottom of the machine without being mixed, or stay there

after the discharge is opened. Numerous testimonials from satisfied users bear out the above claim very substantially. It is claimed that this machine saves considerable floor space and in many instances can be installed where it would be impossible to get the horizontal type machine in. Where desired it can be suspended through the floor, hung from the ceiling or placed on supporting legs.

Any miller interested in keeping informed on modern methods of feed mixing can secure full details about this machine by writing to the manufacturers, Sprout, Waldron & Co., Muncy, Pa., asking for Bulletin No. 139.

SCIENTIFIC WORK ON BELT CONVEYORS AND ELEVATORS PUBLISHED

Two or three times a year there comes onto the reviewer's desk a book that is so far ahead of the common run of technical works that it invites not only endorsement, but hearty praise. Such a book is "Belt Conveyors and Belt Elevators," by Frederick V. Hetzel, M. E. It is the second edition, revised, published by John Wiley & Sons, Inc., New York. Reasonably priced at \$5, the book's sale is already progressing well. For the elevator operative who is on his toes mentally, the second edition has a special appeal, because of the fact that in the three years since the printing of the first edition, notable improvements have been made, of course, in the design of belt conveyor idlers with anti-friction bearings. This second edition, profusely illustrated, describes these improvements, as well as the newest approved types of elevator buckets. The probable influence of the latter on high belt speeds for the elevator is dealt with in a thorough manner.

The book contains not a mere restatement of what already has appeared in trade advertisements, nor does it contain installation descriptions. It aims rather "to explain principles and the reasons for doing things." The business of designing, making and selling the machinery which is described in this book is hardly more than 40 years old. For 30 years of that time the author has been active in it, at the drafting board, in the shop and in the actual field of elevator operation. The work is on a practicality level as high as Haring's "Warehousing." For the elevator operator who has the intelligence to use the information contained in this scientific belt work, it would be cheap at double its price.

"SAY IT WITH FLOUR"

A new book published by S. Howes Company, Inc., Eureka Works, Silver Creek, N. Y., bears the above title, a very appropriate one, by the way, since within the covers of that catalog the subject of self-rising flours is treated. Many grain dealers handle self-rising flour and not a few make it, so the book will interest them.

The production of self-rising, blended and bleached flours, both by the batch and the continuous stream systems, is intimately described. The book, too, is profusely illustrated with pictures of the necessary machines, appliances and accessories employed in the various processes. One page, we note, is devoted exclusively to recipes for self-rising biscuit flours, self-rising pancake flours, and various blends of self-rising flour.

To those of our readers who would like to have a copy of "Say It With Flour", the Howes company will be glad to mail a free copy.

PROGRESS AND POLICIES OF CO-OPERATIVE ORGANIZATIONS

(Continued from Page 21)

ence and can acquire the machinery necessary to cope with this problem.

Consequently, the legislation on this subject which I have favored has been designed to strengthen the co-operatives and give them the credit neces-

sary to carry surpluses until such time as they can be marketed advantageously.

A so-called surplus of any crop may be due to faulty distribution, to a lack of storage and transportation facilities and to restricted credit which interferes with systematic marketing. It should be obvious that these are difficulties that can be best met by soundly financed, large-scale organizations. I do not see that the Government can do more than make available adequate finances on reasonable terms, and provide such services as will enable the co-operatives to operate more efficiently. I see no way in which better and more economical distribution of farm products can be brought about except through the more efficient performance of all the marketing functions.

If there is an actual over-production of any product, we must again, it seems to me, look to the producers' organizations for the correction of the difficulty. Guidance of production and its correlation with the requirements of the market have never been given consideration until recently. I do not wish to minimize the difficulties in such a program, but I do believe very strongly in its possibilities. Certainly we have had sufficient demonstration that the business of farming, like any other business, will be made more efficient if production programs are based on an analysis of the facts relating to available supplies, the probable trend of production and general economic conditions that affect the demand for the product. Statistical information on which the farmer may base his production program is now available and methods of collecting, analyzing and disseminating this information are constantly being improved. It is the task of the co-operatives, however, to assemble such portion of this information as is useful to them and to make it available to their members. In other words the cure for excess production as I see it, is co-operation that goes back of the marketing processes and begins with the production plans of the farmers. Unity in production is as essential as unity in marketing.

All this presupposes strong, efficient organizations. I believe that the co-operatives will be called on to assume increasing tasks and responsibilities. Everyone interested in the welfare of agriculture should do his part to see that they meet these responsibilities effectively.

Congress has enacted helpful legislation by the passage of the bill to create a division of co-operative marketing in the Department of Agriculture. This bill was drafted after conference with some 40 co-operative leaders representing all commodities and all sections of the country and is designed to enable the Department of Agriculture to conduct research studies and furnish service which will aid in the development of the co-operative movement. The bill is in no sense an emergency relief measure, but will, I believe, serve to strengthen co-operative marketing and consequently to improve and stabilize the marketing of farm products.

Briefly, the Department proposes under the provisions of this act to extend its research work in co-operative marketing, including the business analysis studies to which I have already referred. Co-operative marketing is a dynamic movement. The co-operatives are constantly looking forward to improving methods of handling and marketing farm products. Consequently, they require a type of research that not only deals with established methods and practices but looks forward to changes which the development of co-operation will introduce.

This act makes possible also the employment of specialists who are versed in co-operative marketing and familiar with the problems of particular commodities. These men will have two functions; first, to collect statistical and other information made available by the Department of Agriculture and other agencies and disseminate it to the co-operatives in such form as will be most useful. These men will have a helpful personal relationship with co-operative organizations, and to a certain extent will be a connecting link between the associations and the men and agencies engaged in research work. It will be their task to apply general statistical and economic information to the practical

problems of the co-operatives. Secondly, it will be the duty of the commodity specialists to outline and assist with market research and service required by the co-operative associations.

There is need, furthermore, for reliable information regarding the principles and practices of co-operative marketing. In a small way the Department has been attempting to meet this need through its printed matter and in a more popular way by means of visual instruction. Moving pictures which show the development and practices of co-operative marketing have already been prepared and this service will be extended. Film slides for the purpose of illustrating lectures on co-operation in general or for particular commodities and localities, will be made available to extension workers and others.

The Department expects to co-operate and assist in schools for instruction in co-operation which are being conducted by agricultural colleges and co-operative associations. More and more members, directors, officers and employees of co-operatives are becoming willing to spend a week or more in a school where they will learn the general facts regarding co-operation, and the details of financing, accounting, management and selling methods. This is a hopeful sign. I believe the Department is justified in expending considerable effort to encourage and assist schools in co-operation because by so doing it is assisting in the development and stabilization of co-operative marketing.

Furthermore, the Department can contribute toward furthering education in co-operation in rural schools and agricultural high schools. If co-operation is to be a permanent force in American agriculture, we must look toward the future. The farmers of today have learned much about co-operation by actual experience. The farmers of tomorrow should be thoroughly imbued with co-operative ideals, and able to make progress which is impossible at the present time.

All this means education, and the co-operative organizations have a duty in this connection along with state and Federal educational agencies. Co-operation should be a part of the curriculum of the young people who will carry on in the future the work of producing the food and clothing of the nation. The work which is being done by the extension service in the boys' and girls' clubs and the work of the agricultural schools needs the stimulation and guidance that comes from contact with the practical problems of marketing. The co-operative leaders, therefore, should give thought to the part they can assume in training the young people who will later be members of their organizations.

By education in co-operation, I mean education in the broadest sense. It should include instruction in the economic factors that enter into the production and marketing of farm products, and an appreciation of the relationship and responsibilities of the individual producer in the complex system of modern agriculture. The prospective member should learn the limitations as well as the advantages of co-operation and be familiar with its failures as well as its successes.

After all, the ultimate aims of co-operation are the development of education and a rural culture. Increased farm income should bring these things to the people on the farms, but they will come more quickly if training in co-operation is made the basis of an education which is cultural as well as technical. Back of efficient co-operative organization there must be a great human development which makes our country people enlightened citizens. Country life must be a complete life and farming an occupation in which any man may take pride. We are, I believe, gradually building up a rural culture, and co-operation is playing a not unimportant part in its development. It must not lag behind economic improvements. It is essential to the development of an independent prosperous agriculture and a prosperous agriculture is essential to the welfare of the nation.

CURRENT agricultural conditions in Denmark are favorable, with large export shipments and the outlook for a bumper crop.

NEWS LETTERS

LOUISVILLE

A. W. WILLIAMS - CORRESPONDENT

ALTHOUGH business continues rather quiet for the elevator companies, the general outlook is improving. New wheat has just started moving from the farms, and while volume of movement so far has been small, it is picking up. For one thing, there isn't more than about 3,000,000 bushels of wheat expected in the 1926 Kentucky harvest. Cutting and threshing conditions have been quite favorable. A considerable amount of wheat will be purchased by local mills from points north of the Ohio River this year and moved in early, with the result that storage space will be in good demand by the close of July.

At the present time millers are offering \$1.37 for No. 2 Soft Red Winter wheat; and \$1.39 for No. 1. Most of the wheat received has graded No. 1, being heavy, clean wheat. It is believed that wheat will work off a little after mills secure starting supplies, but it is believed that prices will later advance over the crop year, to considerably higher levels.

Production of oats in Kentucky will not be large, due to unfavorable growing conditions. A very fair crop is in prospect north of the Ohio, however, it is said. Drouth has extended over much of Kentucky over the past several weeks, broken by local showers here and there, but around Louisville there hasn't been a soaking rain in weeks. Corn and tobacco are two crops which have done very well in spite of lack of rain, some sections not looking so good, but others reporting favorably.

So far there hasn't been any large amount of new hay on the local market, due to lack of demand, and receivers discouraging shippers who wish to ship on consignment. Most of the hay received has come by river, there being very little rail hay coming in. Some new Alfalfa has been coming in, grading No. 2, and sold at \$18. Just a little Timothy is also coming. The crop in Kentucky is rumored as short, but this is very much doubted, as all grasses have had a big year, with near record Orchard and Bluegrass seed crops reported.

Corn has been in somewhat better demand, in spite of a stiff market. Oats are slow. No. 2 White corn is quoted at 84 cents; Yellow, 82 cents; Mixed, 80 cents; with No. 3, at one cent less. No. 2 White oats are 44 cents; No. 3, 43½ cents.

It is reported that there is a very fair demand for millfeed here at the present time, due to considerable dairy feeding, and drouth playing havoc with short pasturage. Some mills are quoting round figures of \$30 on bran, mixed feed and middlings, cotton, carlots, Louisville, others quoting bran at as low as \$28.50, and middlings up to as high as \$31.50. Red dog is \$40; mixed wheat and corn feed, \$39; cracked corn, \$37; corn feed meal, \$28.

The Kentucky Public Elevator Company reported that it had not received a pound of wheat so far, but expected to have some shipments in soon. Present storage stocks are very light, and daily movement rather slow.

The Ballard & Ballard Company reported a few small lots of wheat in, mostly coming by truck, and grading very high. The mill has been down since early July, but will resume about July 19, on new wheat.

Henry Freuchtenicht, local elevator operator and general dealer in feed, grain, etc., reported that stock farmers, dairymen, etc., were buying feeds more freely as a result of the drouth, and that business was a trifle better than it had been. He stated that hay was very slow, and that buyers were not encouraging shipping.

Ed Scheer, Bingham Grain Company, reported fair movement of White milling corn, but that otherwise things were a little dull. Movement of seed rye is about due to start, some of the seedsmen having already reported a few small sales.

W. A. Thomson, W. A. Thomson Elevator Company, has been very much worried over the condition of his

wife, who has been seriously ill, in fact so ill that J. F. Zahm & Co.; Louis Schuster of the C. A. King & Co.; Charles Patterson of John Wickenhiser Company; Sam Rice of the Metamora Elevator Company, Metamora, Ohio, and president of the Association; Charles Keilholtz and S. M. Bender of Southworth & Co.; George Woodman of Rosenbaum Bros.; Paul Barnes of the Toledo Grain & Milling Company; Harry Devore of H. W. Devore & Co.; Bert Boardman of the East Side Iron Elevator; H. Wallace Applegate, president of the Toledo Produce Exchange and secretary of the Mennel Milling Company; and Ben Hofner and his "Joe" of Lamson Bros. & Co.; Charles Quinn, secretary, and Carl Bryant, solicitor, for the Grain Dealers National Association with headquarters in Toledo also attended. Mr. Quinn spoke on farm relief legislation. Phil Sayles of Columbus, Ohio was elected president and E. T. Cusenborder of Sidney, secretary and treasurer.

J. E. Watkins, former miller and grain dealer of Smithfield, Ky., founder of the Smithfield Milling Company, recently died at his home in that city. He was 89 years of age, and had not been active in business for the past several years. Four daughters and a son survive.

One local concern reported 15,000 bushels of wheat bought, at a cost averaging around \$1.40 Louisville, all this wheat grading No. 1, and representing the best crop that has ever been harvested in this section, that is, in the memory of local buyers.

TOLEDO

S. M. BENDER - CORRESPONDENT

THE premium for old wheat in this territory has slipped silently but swiftly during the past month. An anticipated scarcity of No. 2 Red wheat failed to materialize and receipts have increased with every bulge in the market. This rather free movement of old wheat has been aided by a spasmodic milling demand and a few export sales. There is little inducement for farmers to hold with new crop prospects excellent in this particular section. Bids for new wheat are near the July future but the country does not appear inclined to sell much at present levels. The only export business for many months was considered an encouraging sign by millers and grain dealers and it is likely more will be done during the coming season if our prices get in line. The old order of things seems to have changed and whereas there formerly was heavy buying of new crop wheat and flour, now buyers are inclined to buy only from hand-to-mouth. It is regarded as almost certain that stocks of both old wheat and flour in first and second hands will be pretty well cleaned up by the time new wheat is ready to move. This same policy of hand-to-mouth buying is valuable in one way as it generally prevents large accumulations at the end of the season. A fresh start will be eagerly welcomed by the trade in this territory and it is to be hoped that conditions will be more favorable for both grain men and millers during the next six or eight months.

There has been a good inquiry for fresh shelled corn around here lately and buyers have paid good prices for spot offerings. In spite of new low prices for old crop deliveries the trade seem disposed to look with favor on corn purchases especially in the cash article. The possibility of relief legislation was an incentive to hold but after that failed holders became free sellers. Receipts have been of fair volume with grading the best of the season. Oats have not done much but in view of their cheapness should attract buyers who expect higher prices this year. The new crop is coming along well although there are some reports of heads not filling well and poor color being received here. A few sales of rye for export were made during the month.

Grain inspections for the month of June in this market were 327 cars of wheat, 315 cars of corn, 206 cars of oats, 23 cars of rye and 5 cars of barley. Total, 876 cars. By lake-steamer *Northwind*, 106,000 bushels of wheat, steamer *Peter Reiss*, 490,000 bushels of oats.

Bill Cummings of J. F. Zahm & Co. and Joe Doering of Southworth & Co., attended the Indiana Grain Dealers Association convention held at Purdue University, Lafayette, Ind., June 24 and 25.

Kent Keilholtz and Jess Young of Southworth & Co. attended the annual meeting of the Eastern Federation of Feed Merchants, held at the Hotel Buffalo, Buffalo, N. Y., June 24 and 25. Charles Quinn, secretary of the Grain Dealers National Association, spoke to the merchants on farm legislation.

Among those attending the two-day session of the Ohio Grain Dealers Association held at Cedar Point on Lake Erie, June 23 and 24 were: W. E. Stone of the Churchill Grain & Seed Company; Bill Cummings of

J. F. Zahm & Co.; Louis Schuster of the C. A. King & Co.; Charles Patterson of John Wickenhiser Company; Sam Rice of the Metamora Elevator Company, Metamora, Ohio, and president of the Association; Charles Keilholtz and S. M. Bender of Southworth & Co.; George Woodman of Rosenbaum Bros.; Paul Barnes of the Toledo Grain & Milling Company; Harry Devore of H. W. Devore & Co.; Bert Boardman of the East Side Iron Elevator; H. Wallace Applegate, president of the Toledo Produce Exchange and secretary of the Mennel Milling Company; and Ben Hofner and his "Joe" of Lamson Bros. & Co.; Charles Quinn, secretary, and Carl Bryant, solicitor, for the Grain Dealers National Association with headquarters in Toledo also attended. Mr. Quinn spoke on farm relief legislation. Phil Sayles of Columbus, Ohio was elected president and E. T. Cusenborder of Sidney, secretary and treasurer.

Samuel W. Nettleton, father of Edward E. Nettleton, secretary and treasurer of the Imperial Grain & Milling Company, died at his home in this city, Friday, June 18, at the age of 85 years.

L. S. Reel of the Mennel Milling Company was in this city recently visiting the offices which are located in the Toledo Trust Company Building.

Charles Dunlap, assistant treasurer of the National Biscuit Company, was in the city last week calling at the offices of the National Milling Company, which they acquired not long ago.

Ohio farmers will have better than 2,000,000 more bushels of wheat than was estimated early according to the State-Federal Crop Reporting Bureau. The oats outlook has been unfavorable while hay prospects are just fair. Ohio wheat has grown as well as could be expected in view of the dry weather during May and June. The estimate now calls for 31,300,000 bushels compared with last year's crop of 23,900,000 bushels. Harvest will be about two weeks later than usual. The oats planted are of fair color and the stand is in general thick enough but the growth is very small and only through the occurrence of the most favorable weather can Ohio have even a fair sized oats crop.

Oliver S. White, president of the Jackson Grain Company, Jackson Mich., and the Jonesville Milling Company, Jonesville, Mich., was in Toledo during the month calling on old friends in the flour and grain trade.

The Flea Club made their annual sojourn to Harry Devore's cottage on Long Lake in northern Michigan during the month and were successful in reducing the stocks of fish therein to the extent of all they wanted to eat.

The newly organized Weber Milling Company, which has taken over the good will and business of the defunct Lake Erie Milling Company, has leased the old Metzger Seed & Oil Company plant on the East Side. Harold Weber, who is heavily interested in the concern, is well known in golfing circles, having been state and city champion several times.

INDIANAPOLIS

H. M. RUDEAUX - CORRESPONDENT

CROP conditions over the state have improved considerably, and recent rains and warm weather have had a good effect. New wheat arrived on Thursday, July 8, and its quality has not been equalled in years. All arrivals have graded No. 1 Red and coming from the southwestern part of the state, and eastern Illinois district. Oats have shown a great improvement and it is predicted that another surprise is in store, the crop is heading very heavy, and while the acreage is small, the yield no doubt will be large. Corn has shown a big improvement over the past few weeks, and has made excellent headway.

Bert Boyd's newest puzzle has caused considerable excitement and requests from all parts of the state are pouring in demanding to know how to solve it.

So many letters have been received that it is necessary to have a circular letter printed with instructions revealing the mystery. In some localities the old favorite checker-board has been abandoned in trying to solve it, and letters telling of people losing sleep, others offering to bet large sums of money that it can't be done, and one in particular advising Bert to appear with a sawed-off shotgun in case it proves a fake. Bert seems to take none seriously and says it can be worked, and taken apart without injury to either part, which he expects to prove in the near future.

Indiana wheat growers report increasing receipts of wheat especially in the southern part of the state where receipts amounted to some 15,000 bushels in the past week, with advices indicating that the amount this week will double. Mr. Steen, secretary and treasurer, reports the quality excellent and a heavy yield even though the acreage is short.

The Kinney Grain Company has purchased the elevator at Castleton, Ind., on the Nickle Plate Railroad, with a capacity of 10,000 bushels. The house is located in a good grain section and is one of the largest elevators close to Indianapolis. The company report a good demand for corn with light receipts. The first car of new wheat was sold by the company at \$1.35 on a 14 cent rate.

Local meetings of the Indiana Grain Dealers Association were held at Anderson, Ind., on Tuesday evening, Princeton, Ind., on Thursday evening, Bluffton, Ind., on Wednesday evening, and Vincennes, Ind., on Friday evening.

The construction company now erecting the new elevator for the Cleveland Grain & Milling at Beech Grove, Ind., has started to pour concrete, and a day and night force will operate in order to complete the work as fast as possible. Mr. Sheppard reports a good export demand for corn with movement very light. New wheat is moving and will move for a longer period than usual, according to Mr. Sheppard, as the threshing has just started in the southern part of the state, and will continue to work north. Oats will be later than usual, even though some are now being harvested.

At the annual election of the Board of Trade, Linton A. Cox, member of the law firm of Pickens, Cox & Conder, was elected president. Mr. Cox was unopposed as head of the regular ticket placed in the field by a Nominating Committee and he succeeds Brodehurst Elsey. Board of Trade election tellers likewise announced late Monday that E. Clifford Barrett, secretary of the Evans Milling Company, has been elected vice-president of the Board, and Tom Oddy had been re-elected treasurer. Members of the grain trade elected on the Board of Directors were Bert A. Boyd, of the Bert Boyd Grain Company, William C. Hayward of the Hayward-Rich Grain Company, Edwin K. Sheppard of the Cleveland Grain & Milling Company.

DULUTH

S. J. SCHULTE - CORRESPONDENT

THE only business change on this market during the last month came in the announcement that the Getchel-Tanton Company would open up a new grain commission business on this market on August 1. The firm will have offices in the Duluth Board of Trade Building. P. B. Getchel who recently took over a Board of Trade membership from his father, will head the new house.

Gratification was expressed in grain circles here over the running to earth at Fargo, N. D., of John Warren Holmes, alias James Hunt, and alias Wolney F. Kent, on a charge of using the United States mails for fraudulent purposes. The specific charges on which Holmes was arrested was for having collected \$1,100 from Ely-Salyards & Co., Duluth, by means of a forged bill of lading and to which he pleaded guilty upon his arraignment at Fargo and is awaiting sentence. Last September during the height of the grain shipping season, Holmes wrote to the Duluth house from Conway, Walsh County, N. D., to the effect that he had some grain on hand to be sold. After obtaining a quotation on it Holmes was alleged to have forged a Great Northern Railroad bill of lading showing he had shipped 88,000 bushels of wheat to the Duluth house. That he sent attached to a sight draft through the usual channels. They accepted the draft and paid it. When the grain failed to arrive, Ely-Salyards & Co. reported the matter to the authorities and investigation showed that the railroad company had never received the consignment for shipment. Grain men here plume themselves over their having come out fairly light as regards frauds over a period of several years. Confidence games such as were alleged to have been perpetrated by Holmes, are

almost invariably during the rush period in the grain handling season.

Grain men on this market were interested in the announcement that the Woodward-Newhouse Company, one of the oldest grain houses in the Northwest, had arranged for the voluntary suspension of its business on the Minneapolis and Duluth markets and that its affairs are being liquidated under the supervision of O. T. Newhouse, president, and C. L. Newhouse, vice-president of the company. That company had not been active on the Duluth market for some time, its affairs being looked after by the Hoover Grain Company, of which Walter W. Blecher is secretary-treasurer.

As a result of a succession of discouraging crop reports from over the Northwest dealers here have become resigned to the outlook for a lean trade in Spring wheat at least next fall. After a careful compilation from reports received by agents, the manager of a Duluth house figures that the Spring wheat and Durum yield for the season will aggregate only 147,000,000 bushels as compared with 201,500,000 bushels for the 1925 season. His figures by states are as follows—Minnesota, 20,000,000 bushels against 36,390,000 bushels last year; South Dakota, 17,000,000 bushels against 30,940,000 bushels last year; North Dakota, 80,000,000 bushels against 112,390,000 bushels and Montana 30,000,000 bushels against 31,773,000 bushels last year. The recent liberal rains are claimed to have come too late to save the early sown wheat, but it is conceded that the late sown wheat and coarse grains will be greatly benefited. William Grettum, who is regarded as an expert on crop conditions, however, threw out some rays of hope in the statement upon his return from an extended trip over the four states. He noticed that remarkable improvement had come about in the crop outlook between the time of his going out and his return. He admitted that the early sown wheat had sustained severe damages through the long extended drought.

W. W. Bradbury, Duluth manager of William Dalrymple's business, said after an inspection trip over the west that he was sorry to have to confirm to advices of severe deterioration in the condition of Spring wheat and other crops through dry weather. Lack of subsoil moisture owing to the limited rainfalls of last fall and the spring months, he described as the main difficulty. In a test at a point in one of North Dakota's usually most productive wheat districts, he found in digging a hole that the soil was dry three feet down. In consequence of the dry soil conditions, he pointed out that regular rainfalls would be necessary to hold the wheat crop at anywhere nearly its present condition between now and the harvest.

Export demand for Durum wheat and rye to go out via Georgian Bay ports and Montreal has been a feature on this market during the last week. So good has that demand been that stocks in the elevators have been kept steadily cleaned up and in some cases it has been necessary to turn down proffered business on that account. The Barnes-Ames Company, the Cargill Commission Company, A. D. Thompson & Co. and the Itasca Elevator Company have figured in export trade quite extensively. The Hallett & Carey Company were credited with loading out the first cargo of Durum wheat for export via Montreal upon a small Norwegian steamer. A rate of 11 cents a bushel was reported to have been obtained. Another Norwegian steamer, the *Odland*, cleared recently with a cargo of Durum wheat for Montreal loaded out at Great Northern Elevator "S" and *Hans Gude* loaded a cargo of Durum at the Occident and Capitol Elevators for Montreal under charter from the Barnes-Ames Company. The demand for lake boat tonnage was so light in the grain trade during the first 10 days of July that one of the Norwegian tramp steamers was compelled to lay in the harbor for 10 days awaiting orders. Stocks of Spring wheat and Durum in Duluth and Superior elevators were reported at 1,411,000 bushels as on July 10 and little free grain was included in it.

E. H. Smith, former manager of the American Linseed Company's Duluth office, was a recent visitor on this market. He had just completed an inspection trip over Minnesota, North Dakota and Montana, and he confirmed reports of damages sustained to Spring wheat and other crops through dry weather conditions. As far as he could ascertain however, growers are likely to cut an average flax crop this fall, in which acreages seeded upon abandoned tracts of rye, will figure substantially. Mr. Smith is now located at Minneapolis.

R. M. White of the White Grain Company has returned from attending the thirty-third annual meeting of the National Hay Association at Niagara Falls, N. Y. He motored coming and going, so that he was able to gain a good idea of crop conditions over a wide area of Middle West and eastern territory. He is of the opinion that the recent heavy rains practically saved the situation in wheat and other crops and that the outcome of the harvest will be generally favorable. He looks forward to a good movement of grains to the markets comparatively earlier in the season and he predicts that in the event fair average prices obtainable,

growers should not have much real reason for complaints. Mr. White holds the record of having attended every annual meeting of the National Hay Association since its organization and he is a past president of it. He declared that he proposes to be on hand at as many of its future conventions as possible, even if he is forced to go on crutches.

Grain stocks in Duluth and Superior elevators as on July 10 were 14,871,000 bushels, a reduction of nearly 8,000,000 bushels from the high point of the year reached on May 5 when the navigation season opened. Of the aggregate, oats accounted for 9,266,000 bushels, and holdings of rye stood next at 3,268,000 bushels. The Globe Elevator Company still holds the bulk of the oats supplies though its houses have shipped a substantial quantity of them east so far this season. Elevators holding oats have been able to obtain full carrying charges upon them and that business has been acceptable in view of the movement of Spring wheat and Durum wheat this way having fallen below expectations during the last two months. The recent show of strength in oats has been gratifying to holders and operators are sanguine of an improving export trade in them in the near future.

Officials of the Itasca Elevator Company have been active in the rye market for some time back and they are credited with having contributed largely to the making of prices in the pit. The upturn of 6¼ cents a bushel during the last month has helped rye holders substantially and traders here are generally bullish on their market in view of the disappointing yield of that grain over the Northwest this season. Rye has consequently been closely held on this market. Deliveries of 463,000 bushels on July contracts up to July 10, were taken without a murmur. Last year some fair profits were pulled off by holders of rye on this market.

MINNEAPOLIS

EDWIN O. WELDE - CORRESPONDENT

ACCORDING to Andrew Boss, head of the agronomy department of the University of Minnesota, warm weather and recent rains have improved crop prospects throughout the state. If warm weather and rains continue through the month of July a good corn crop should be assured, but wheat is likely to be a short crop in any event, although good warm growing weather would greatly increase the yield.

At the joint meeting of the Railroad Contact Committee of the Northwest Shippers' Advisory Board and two other committees recently, called to discuss a proposal to abolish the practice of grain sampling, a counter proposal was submitted by the shippers. After considerable discussion, the new proposal was taken under consideration. The two other committees were the Joint Terminal Committee, and a special committee appointed by grain shippers of the Northwest at their annual meeting in St. Paul, April 22, to study the grain sampling question. P. J. Coleman, district manager of the American Railway Association, presided in the absence, from the city, of Frank R. Newman, chairman of the Railroad Contact Committee.

A plant louse known as the "green bug" which often does tremendous damage to the crops of the Southwest, has appeared in the grain fields in Stearns, Kandiyohi and Meeker Counties, Minnesota, according to A. G. Ruggles, state entomologist at the University farm. Wheat, oats and barley are the grains subject to attack. There is no known method of controlling the pest. The weather this year, has favored the growth of this bug and at the same time has been hostile to the growth of parasites which ordinarily destroy the "green bug." The source of the infestation is not known, although it is considered a probability that the high winds may have brought it from the Southwest.

Federal agents in 12 different states of the Mississippi Valley are making tests with toy balloons to determine how far grain rust spores will blow from barberry bushes and infect distant fields. In a similar experiment last year, one balloon liberated at Clark, S. D., sailed to Stratford, Iowa, a distance of 250 miles.

F. R. Newman, vice-president in charge of traffic of the Soo Line, has been elected to the Board of Directors of the Minneapolis Traffic Club, to fill the unexpired term of L. H. Caswell, who died recently. G. R. Martin, vice-president of the Great Northern Railroad, was elected treasurer of the club at the same meeting, which was held in the club rooms in the Nicollet Hotel.

Armour & Co., Chicago, has purchased the 1,500,000 bushel elevator of the Great Northern Railway Company, at Colfax Avenue North and the Great Northern tracks. The Great Northern Elevator has been op-

erated for two years by the Delmar Company, a subsidiary of Armour & Co., and the same firm will continue to operate the elevator. During the war, this elevator handled as much as 14,000,000 bushels of grain in a year.

* * *

Following transfers have been made in memberships in the Minneapolis Chamber of Commerce: From Ward Rhea to J. H. Pank; A. F. Owen to A. S. Cargill; F. L. Carey to H. B. Keith; J. H. Pank to Ferdinand A. Hallett, Jr.; Estate of Geo. L. Nevins to Jas. A. Richardson.

* * *

A. T. Searle, Minneapolis grain man, has sailed for Europe on an extended trip.

* * *

Members of the Minneapolis Chamber of Commerce held their annual golf tournament at the White Bear Club, Wednesday, June 23.

* * *

Harold E. Tweeden has been elected vice-president of the Cargill Grain Company, Minneapolis, and will have charge of sales with headquarters at Buffalo, N. Y.

* * *

Recent visitors to Minneapolis include John H. Peek, Buffalo; Chas. F. Peavey, Chicago; Frank Ryer, president of the Ryer Grain Company, Portland, Ore.; H. A. McIntyre, manager of the Clearing Association of the Seattle Grain Exchange; R. O. Cromwell, crop expert for Lamson Bros. Company, Chicago.

KANSAS CITY

B. S. BROWN - CORRESPONDENT

THE Trans-Missouri-Kansas Shippers' Advisory Board met in Kansas City on June 16 for its fourteenth regular meeting, for the purpose of considering the condition of the railroads with reference to their ability to handle the Winter wheat crop. In contrast to the general sentiment several weeks ago that there might be a car shortage, L. M. Betts, manager of the closed car section of the American Railway Association, stated that the railroads were entering the grain moving season of 1926 better prepared from a standpoint of equipment than ever before. This condition is partly due to the early prediction of a gigantic wheat crop, which caused the grain men and the railroads to organize for handling the grain, and as a result Mr. Betts says that the Car Service Division is willing to assume the responsibility of predicting that the wheat crop will be handled by the railroads without car shortage or cause for serious complaint by the public, unless there is permitted to occur a congestion of cars at the terminal markets or ports that will interfere with the return movement to country stations. More than 300 shippers and railroad representatives attended the all day meeting which was held at the Kansas City Athletic Club, and a general feeling of optimism pervaded the group. A report of crop conditions and the probable heat movement made by Walter R. Scott, secretary of the Kansas City Board of Trade, and chairman of the Board's Grain Committee, and C. V. Topping, secretary of the Southwestern Millers League estimated the crop at approximately 316 million or from 80 to 85 per cent over last year. The distribution, according to the report, gives Kansas 150 million bushels, Oklahoma 65 million, Nebraska 35 million, Texas 31 million, Missouri 15 million, and Colorado 20 million. Other estimates total as high as 340 million, exceeding the 1924 crop by several million, although the distribution is different from 1924, being much heavier in Oklahoma, Texas and Colorado, and lighter in Nebraska, and Missouri. Some estimates as to the Kansas yield are as high as 160 million. A part of the program of the Shippers' Board is the appointment of seven terminal committees to act in co-operation with the Board, for the purpose of watching the movement of the new wheat crop with a view to providing an adequate supply of cars and preventing congestion. Committees have been appointed for Atchison, Kansas, Wichita, Hutchinson, Salina, St. Joseph, and St. Louis, and Kansas City. C. W. Lonsdale, of Simonds-Shields-Lonsdale, is the chairman of the Kansas City committee, with C. M. Hardenbergh, manager and vice-president of the Southwestern Milling Company, and first vice-president of the Board of Trade, and L. A. Fuller, president of the Fuller Grain Company, and president of the Board of Trade, as the other members of the committee.

* * *

Walter R. Scott, secretary of the Kansas City Board of Trade, has just returned from his vacation, which he spent with his family in California.

* * *

On Thursday, July 1, the Santa Fe loaded a record number of cars. On their lines in Kansas, Oklahoma, and Texas they loaded 1,590 cars, which was 597 more than any one day in the history of the road. Another interesting bit of information from the Santa Fe was the fact that up to July 1, 1924, they had loaded 3,190 cars, while up to July 1, this year they

had loaded more than three times that number—9,871. This is due to two factors, the early crop, and the fact that there are many more combines in the field this year than there were two years ago, which hurries up the movement of the wheat from the wheat fields.

* * *

George W. Higby, assistant secretary and manager of the Kansas City office of the Rocky Mountain Grain & Commission Company, died at his home in this city, on June 12. Death was caused by heart disease, following a six weeks' illness from influenza. Mr. Higby was 31 years old and had been in the grain business since he left high school. He had been in Kansas City as representative of the Rocky Mountain Grain & Commission Company for four years, coming here to open this office for them. Mr. Higby was a native of Minneapolis, where he received his first training in the grain business, as office boy for Hankinson & Co. He remained with them until he accepted the position here, rising rapidly until he was manager for Hankinson & Co. in Duluth. Mr. Higby was a member of the Kansas City Board of Trade, and was chairman of the Floor Committee of the Board. He was a Mason, a member of the Kansas City Athletic Club, and of the Kansas City Grain Club. Mr. Higby is survived by his widow, Mrs. Selma Higby, and a six-months old son, Robert Milton Higby, and his father and sister of Minneapolis. He was buried in Minneapolis. No plans have been made for filling Mr. Higby's place as manager of the Kansas City office of the Rocky Mountain Grain & Commission Company.

* * *

Charles H. Kensler has been admitted to membership in the Kansas City Board of Trade on a transfer from C. L. Fontaine, Jr. There was no consideration involved. The transfer was granted on June 23. Mr. Kensler is now with the General Commission Company, of which Mr. Fontaine is president, and will represent the company on the floor in Mr. Fontaine's place. Mr. Kensler was formerly assistant secretary of the Midland Flour Mill, acting as floor man and grain buyer for the Midland for seven years. On May 15 he came with the General Commission Company as manager of the grain department. He will handle grain consignments, and the merchandising of milling wheat.

* * *

R. B. Waltermire, for 15 years the secretary of the Wichita Board of Trade, has become associated with the Fuller Grain Company, covering southwestern Kansas and northern Oklahoma for that company. Mr. Waltermire is well known in this territory from his long association with grain men of Kansas and Oklahoma.

* * *

The Southwest Wheat Growers Association, the four-state pool which was recently organized with a sales office here, representing the states of Kansas, Oklahoma, Colorado, and Nebraska, has been admitted to membership in the Chicago Board of Trade. W. W. Young, head of the sales office here, will represent the wheat growers on the Board. They will not maintain an office in Chicago, but will take advantage of the marketing facilities of the Chicago Board to handle their give-up business.

* * *

Roy H. Monier, commissioner of the Missouri state grain inspection department, was recently accorded a special honor in his election as president of the Northwestern University Alumni Association of Kansas City. Mr. Monier was graduated from Northwestern with the class of 1904, and has retained his interest in his alma mater, and kept up his connection with the university through his alumni association activity. The Northwestern alumni, here, numbers among its members many prominent business and professional men, the retiring president being Forest W. Hanna, county prosecutor. Mr. Monier has been the head of the Missouri Grain Inspection department since February, 1925, before which time, for three years he had acted as chairman of the State Tax Commission.

* * *

John M. Davidson, owner of the Davidson Mill & Elevator Company, recently purchased Santa Fe Elevator "B" from the Armour Grain Company, of Chicago. Although Mr. Davidson declined to state the purchase price, it is known that the building was appraised at \$169,000. The elevator, which has been used by the Armour Grain Company as a storage house, will be operated as an elevator by Mr. Davidson's company. The purchase of Elevator "B" indicates an expansion of the company, which operates also the U. S. Feed Mills Plant and the U. S. Elevator, on the Kansas City Southern. The Davidson Mill & Elevator Company is one of the oldest in Kansas City, having been organized in 1874. Elevator "B" was one of the first grain elevators to be constructed in Kansas City, its history dating back about 35 years. It was remodeled in 1913 when much new equipment was installed. Its capacity is 500,000 bushels. There will be about 20 men employed in the elevator under the Davidson company operation.

* * *

A Board of Trade Building is not the place where one would suppose a crook would go to operate a confidence game. The very name "Board of Trade" suggests that the members would not be easily con-

vinced by a bogus member of the English nobility. And yet it was to the Board of Trade in Kansas City where William Leonard Massingham, late of Chancey Lane, London, went to tell his pathetic story of needing just enough money to buy a ticket to St. Louis, where a position was awaiting him. His only credentials were a broad English accent, a monocle, a family tree, a distinguished appearance, and a winning personality. His success in touching the hearts and pocketbooks of several members of the Board was so encouraging, that he stayed on in Kansas City, telling his story to still other grain men, and business men, until his case came to the attention of the Better Business Bureau, which investigated. By this time members of the Board of Trade began to compare notes, and Mr. Massingham was committed first to the city jail, and from there to the Municipal Farm where he is working out his \$150 fine.

* * *

A drama in two acts was enacted here recently with Frank G. Crowell, vice-president of the Hall Baker Grain Company, his wife, and Andrew C. Jobes, vice-president of the First National Bank of this city, as the featured actors. On June 26, Mrs. Crowell had luncheon with her husband at the University Club. While at luncheon, she discovered that a \$15,000 pearl necklace, the gift of Mr. Crowell, which she was wearing when she left her hotel, was gone. The necklace contained 97 pearls and had a marquis cut diamond clasp. Everything was done in an effort to recover the valuable piece of jewelry. Ten days passed without any trace of the jewel. The second act takes up the history of the strand of pearls, after Mrs. Crowell lost them. On June 26 Mr. Jobes, an old friend of Mr. Crowell's went to the University Club for luncheon, and on entering the club was attracted to a glittering object on the sidewalk. Stooping to pick it up he saw that it was a strand of beads, probably of no value, and thrust them in his pocket. Mr. Jobes was planning a trip East to start that evening, and in the course of the afternoon came on to the beads again, and after glancing at them casually he put them into the drawer of his desk. That evening he left on a 10-day trip, several times during the course of the trip thinking of the beads and resolving that on his return he would watch the papers to see if they were advertised for. He returned July 7, and while he was looking at the beads, and wondering what to do with them, a friend, E. A. Kiger, president of the Kiger Wholesale Jewelry Company, walked into his office. He was asked by Mr. Jobes to examine the strand of pearls to judge their value. He recognized the value of the diamond clasp, and then recalled an account in the paper of the loss of the Crowell Jewel. It was then only a matter of a few minutes until Mr. Crowell had been called to the bank, identified the pearls, and Mrs. Crowell was again in possession of her most valued piece of jewelry. A reward of \$1,000 which the Crowell's had offered was declined by Mr. Jobes, who only regretted that he had kept his friends in suspense regarding the pearls. Mrs. Crowell resolved then and there that the strand should be put in safekeeping in a safe deposit box, and that she would have a replica made and wear that.

* * *

A group insurance policy on the members of the Kansas City Hay Dealers Association was written on June 30 by the Equitable Life Assurance Company, which was one of three group policies totaling \$6,000,000. According to a ruling of the insurance department, the month of June was the only month when insurance companies could be allowed to write group insurance on associations of independent persons. The policies were written on the last day of June, the last day on which such policies could be written.

MILWAUKEE

C. O. SKINROOD - CORRESPONDENT

THE report on grain receipts at Milwaukee for the month of June again makes rather doleful reading for the summer hot season, there being significant losses in several of the leading grains, while the small gains are not nearly large enough to offset the declines. The total receipts of the five leading grains were approximately 2,458,000 bushels, which represents a loss of approximately 870,000 bushels from a year ago. This, despite the fact that three of the grains showed gains—wheat, rye and barley. Leading grain men in Milwaukee have been down in Kansas, Nebraska and Oklahoma looking over the Winter wheat crop. They report that the crop has made enormous progressive strides since the first of June.

* * *

After receiving the new wheat here, it is found to be of extraordinary quality with very few blemishes and the grain is hard and sound. Weights are running often as high as 63 to 64 pounds per bushel. Most of the new wheat which has come into the Wisconsin district has gone to the flour mills direct and not much has been handled on the Milwaukee Ex-

change. Predictions are made by Milwaukee grain men that the big movement of grain at the local market is not likely to take place until the second or third week in July.

* * *

The report on crops in Wisconsin is still badly mixed. The corn crop which should bring 100,000,000 bushels of grain yearly, looks like a poor yield at this writing. In many central counties corn is only two or three inches high. In other sections of the state, the growth is a little better, but it is not as high as it should be at this season of the year. Cold weather for weeks has retarded corn. The small grains such as oats, barley and rye and Spring wheat are heading short, but they are filling well in most sections of the state and the outlook is for a fair to good yield at this time. Hay fields in many sections of the state will yield abundantly. In other sections the stands are very light and thin and the harvest will be light. Weather has been favorable for the curing and the harvesting of hay. With hot, seasonable weather at last, the crops will be ready to forge ahead providing there is more rain. Showers are still needed in many counties of the state.

* * *

Mark A. Farley, who writes the quotations on the Chamber of Commerce blackboard, has now completed 30 years of continuous service. Every grain man of course knows Mark and his reliability, for in that time has missed exactly five days outside of his brief vacations. Despite his 60 years of age, Mark is still as busy chalking down the figures as ever, while the flash of figures over the wires is music to his ear. A check from the Western Union Company shows that Mark is probably the biggest figure writer in the state of Wisconsin. His average is more than 6,000,000 figures a year. When the market jumps around erratically and trade is active, Mark has to put down from 20,000 to 25,000 figures a day. On dull days the total is not so large. Mark however says he is so busy recording changes that he is often not conscious just what the market is doing. Mark Farley has the distinction of suggesting a public quotation board for the grain men 30 years ago, so that all could have an equal chance. His suggestion was accepted and a small school black board was obtained and propped up on the floor. The first wire service was installed by the Chicago & Milwaukee Telegraph Company, and this was later transferred to the Postal Telegraph Company. Still later the service was turned over to the Western Union Company but Mark was still on the job. Mark would not think of retiring as yet. He says he likes the little old job of figure chalk and plans to stick to it for a good many years yet.

* * *

Farmers are hard hit by low grain prices as the new crop year opens, according to the present schedule of prices for grain at the Milwaukee market. Judging from the present prospects, corn, barley and oats are in for a period of low prices, while rye and wheat are selling at practically the same basis as one year ago. Milwaukee grain men report that in all probability barley and oats will be still cheaper when the new crop begins to come in from volume, the recent price being based on the remnants of the last year's crop.

* * *

Wisconsin has always been looked upon as a small grain selling state, where nearly all the grains were fed to livestock, rather than sent into the primary markets of the country. The department of markets however has dispelled this illusion to a large extent, the actual official figures showing that more than 5,700 cars of wheat were loaded at shipping points in the past year as compared with 4,800 car loads for the year 1924. The sale of corn is apparently dropping off however, the loading of this grain being approximately 1,700 car loads as compared with 3,100 cars for the entire year of 1924. The marketing of oats from Wisconsin the past year was in excess of 6,300 car loads as compared with a sale of approximately 6,800 car loads for the year before. All other grains combined were loaded to the extent of 4,600 car loads in the past year as compared with loading of about 5,500 car loads in the year before. In hay too, the state looms up in importance with shipments of no less than 11,000 car loads for the year 1925 as compared with loading in excess of 14,000 car loads for the year 1924.

* * *

Four Norwegian ships have just arrived in Milwaukee, carrying pulp wood from Swedish ports to the inland mills of Wisconsin in the Fox River Valley. These vessels have all gone to Duluth to get grain to carry to Montreal, none being available at present to be hauled from the Milwaukee port. These vessels are expected to continue in the Great Lakes traffic for some time, if the needful grain cargoes can be obtained handily.

* * *

Milwaukee still has considerable stores of grain despite the fact that this is the in-between crop season when grain holdings are usually at the minimum level. The holdings of wheat at the opening of the month were reported at approximately 190,000 bushels. Corn holdings are larger with 311,000 bushels reported. The oats storage ranges as high as 574,000 bushels and the barley supply is down to 82,000 bushels. A

surprising amount of rye is reported with approximately 242,000 bushels, despite the fact that the rye receipts have been very light for many months. The total holdings of grain in Milwaukee for the opening of the month were approximately 1,400,000 bushels. The bulk of it is made up of corn, oats and rye.

* * *

The July rate of interest at the Milwaukee Chamber of Commerce has been again fixed at 6 per cent. This rate has been retained now for many months.

* * *

Milwaukee's harbor building plan is going right along year after year in a definite aggressive way as is shown by the fact that contracts have just been let for the building of 2,500 feet of breakwater, which is to be the south end of the big harbor project. This half mile stretch of concrete will cost approximately \$519,000.



MEMBERS of the grain trade on the New York Produce Exchange were gratified recently to learn that the committee in charge of arranging for the resumption of trading in future contracts was making satisfactory progress, the main reason for the seeming delay in getting started being the well known leisurely procedure of legal authorities. In short, the lawyers engaged in preparing the technicalities are still working on a few points in the rules and regulations. This delay creates no uneasiness, however, as it is realized that it is better to get thoroughly acceptable trading rules worked out before they are adopted rather than have the trouble of amending them afterwards. At this writing it is stated that everything is now in readiness. A meeting of the members for final action on the rules is scheduled for a few days following our date of publication. After the members have accepted the rules they will go before the Board of Managers for ratification. Following this, they will be posted for 10 days, after which trading may begin. This, it is expected, will be about the first of August. A Clearing House has been organized and a charter obtained from the state of Delaware.

* * *

A. R. Frank, a member of the firm of E. Lowitz & Co., commission merchants on the Chicago Board of Trade, was a late June visitor among grain traders on the New York Produce Exchange.

* * *

Lincoln Richards of the Dakota-Great Eastern & Superior Elevator Corporation has been elected to membership in the New York Produce Exchange.

* * *

F. A. Miller, a member of the firm of James E. Bennett & Co., commission merchants on the Chicago Board of Trade, spent several days with members of the New York grain trade late in June.

* * *

J. Kudlata, associated with the grain department of Logan & Bryan on the Chicago Board of Trade, who came east for his vacation, called on friends in the local grain trade late in June.

* * *

Wm. H. Johnston of the Canadian Co-operative Wheat Producers, Ltd., wheat exporters, is an applicant for membership in the New York Produce Exchange.

* * *

H. D. Russell, grain trader on the Chicago Board of Trade, was among the late June visitors on the Produce Exchange floor.

* * *

Barnett Faroll of Faroll Bros., commission merchants on the Chicago Board of Trade, spent a few days recently with friends on the Produce Exchange. He sailed on the *S. S. Columbus* on July 5 for a trip of three or four months in Europe.

* * *

A. C. Jones, corn trader on the Chicago Board of Trade, spent a short time with members of the local grain trade recently.

* * *

Edward J. Wade of Wade Bros. & Co., commission merchants on various exchanges, has been elected to membership on the New York Produce Exchange.

* * *

Oscar Hollander, associated with the Chicago grain commission firm of McKenna & Dickey, was among the late June visitors in the New York grain market.

* * *

E. W. S. Knudsen of the Hansen Produce Company of New York, has applied for admission to membership in the New York Produce Exchange.

* * *

The market for tickets of membership in the New York Produce Exchange has become rather less active and excited. However, regular membership tickets have sold as high as \$3,100. At present there are tickets on offer or available at \$3,000, but demand is less active, although buyers could probably be found

at \$100 less. Associate tickets have sold at \$2,600 and there are additional offers at that price, with probable buyers at \$2,500.

* * *

John W. Eckhart of J. W. Eckhart & Son, well known flour jobbers of Chicago, was a June visitor on the Produce Exchange while on his way home after attending the convention of the Federated Flour Clubs in Philadelphia.

* * *

J. P. Reichman, a member of the Chicago grain trade, was an early July visitor on the New York Produce Exchange.

* * *

James A. Patten, well known grain operator on the Chicago Board of Trade, paid a brief visit recently to friends in the grain trade on the New York Produce Exchange.

GRAIN NEWS FROM BOSTON

By L. C. BREED

Herlich Bros. Inc., Somerville, Mass., has been incorporated with a capital stock of 1,000 shares of no par value. The company will deal in flour, grain and cereals. The incorporators are Joseph M. Herlihy, Belmont; Chas. E. Herlihy, Roxbury and James Kiley, Charlestown.

* * *

Representatives of the commercial organizations of Philadelphia and Baltimore will be present at the hearing before the Interstate Commerce Commission at Washington, July 25. At this meeting the sides of these two ports in regard to the New England differential case will be presented. It is expected that a decision of this controversy will be announced this fall.

* * *

Coarse grains are steady and ruling fairly firm at the prevailing prices. Oats are in moderate demand but corn is dull. Wheat feeds are quiet, the usual summer slack demand having arrived. There was fairly free buying at the decline which recently took place. At present prices for shipment are steady as the mills are not pressing the sale of their feed.

* * *

Arrivals of hay consist mainly of ordinary and poorer grades, which meet with a fair sale owing to the scarcity of the better grades. There is no accumulation of hay at the railroad terminals. Very little hay is coming in that will grade better than No. 2 Timothy. Stocks of old hay are light and buyers are disposed to await harvesting of the new crop and purchasing only enough to meet immediate requirements. It is expected that in this section there will be an unusually small crop of hay this season. Even with plenty of warmth and rains from now on, it is not likely that the uncut crop will be much increased, but growers would benefit in that event. Farmers are anticipating this shortage, and where their requirements are owing to being engaged in dairying, are planting additional acreages of corn for fodder and silage. Receipts of hay for the month of June, 339 cars; straw 8 cars.

* * *

In the statistical department of the Exchange, the records give the receipts of grain at Boston during the month of June as follows: Wheat, 483,175 bushels; corn, 14,700 bushels; oats, 103,400 bushels; rye, 1850 bushels; malt, 8275 bushels; mill feed 164 tons; oatmeal 2,355 cases; ditto, 690 sacks.

* * *

Stocks of grain at Boston in regular elevators as of June 28, were as follows: Wheat, 143,324 bushels; corn, 1427 bushels; oats, 36,662 bushels; rye, 2,374 bushels; barley, 13,821 bushels.

* * *

Among the visitors to the Exchange during the month of May, outside of New England, were the following: J. K. Pickerill, Salina, Kan.; B. Chalfon, Franklin, Neb.; E. A. Parker, San Francisco, Calif.; J. E. Getchell, Minneapolis, Minn.; R. C. Field, Palm Beach, Fla.; F. C. Bowes, Toledo, Ohio; James R. Mathers, Philadelphia, Pa.; John W. A. Davis, New York City; H. H. Tarse, Minneapolis, Minn.; D. J. Kays, Columbus, Ohio; D. Rothschild, Chicago, Ill.; A. K. Zinn, Battle Creek, Mich.; Frank Zinn, Battle Creek, Mich.; W. S. Weiss, Red Wing, Minn.; B. H. Ross, Moira, N. Y.; W. S. Clifford, Moira, N. Y.; J. E. Leene, Pittsburgh, Pa.



RECEIPTS AND SHIPMENTS

Following are receipts and shipments of grain, etc., at the leading terminal markets in the United States for June:

BALTIMORE—Reported by James B. Hessong, secretary of the Chamber of Commerce:

Receipts		Shipments	
1926	1925	1926	1925
Wheat, bus..	1,332,021	312,993	1,311,455
Corn, bus....	69,196	41,219	51,428
Oats, bus....	93,720	163,972	29,938
Barley, bus..	342,256	47,859	377,610
Rye, bus....	4,285	27,627	25,714
Malt, bus....	17,500	19,817	.....
Buckwheat, bus.	1,258	.....	.....
Millfeed, tons	2,606	945	.....
Hay, tons....	1,192	972	.....
Straw, tons..	53	106	.....

CAIRO—Reported by M. C. Culp, Chf. Gr. Inspr. & Weighmaster of the Board of Trade:

Receipts		Shipments	
1926	1925	1926	1925
Wheat, bus..	.....	79,756	79,756
Corn, bus....	53,782	35,937	58,804
Oats, bus....	1,142,576	1,452,317	1,146,360

CHICAGO—Reported by J. J. Fones, secretary of the Board of Trade:

Receipts		Shipments	
1926	1925	1926	1925
Wheat, bus..	1,652,000	1,428,000	1,467,000
Corn, bus....	8,929,000	6,332,000	2,804,000
Oats, bus....	4,590,000	3,785,000	2,839,000
Barley, bus..	800,000	491,000	167,000
Rye, bus....	93,000	50,000	28,000
Timothy Seed, lbs.	667,000	664,000	517,000
Clover Seed, lbs.	28,000	27,000	93,000
Other Grass Seed, lbs..	1,434,000	545,000	324,000
Flax Seed, bus.	331,000	22,000	1,000
Hay, tons....	15,435	9,721	3,630
Flour, bbls..	945,000	1,046,000	670,000

CINCINNATI—Reported by J. A. Hallam, chief inspector of the Grain & Hay Exchange:

Receipts		Shipments	
1926	1925	1926	1925
Wheat, bus..	147,000	355,600	431,200
Shelled Corn, bus.	562,800	243,000	462,000
Oats, bus....	220,000	264,000	128,000
Barley, bus..	1,400	7,000	.....
Rye, bus....	5,600	2,800	1,400
Grain Sorghums, bus.	7,000	12,600	.....
Ear Corn, bus.	8,000	5,000	.....
Feed, tons ..	2,640	1,200	.....
Hay, tons ...	5,082	3,212	.....

DULUTH—Reported by Chas. F. MacDonald, secretary of the Board of Trade:

Receipts		Shipments	
1926	1925	1926	1925
Wheat, bus..	3,482,354	5,575,060	5,451,291
Corn, bus....	12,385	155,172	.....
Oats, bus....	1,059,689	1,829,743	1,762,372
Barley, bus..	375,189	1,254,354	479,741
Rye, bus....	638,997	411,826	673,532
Flax Seed, bus.	287,814	393,685	123,016
Flour, bbls..	537,920	493,515	627,340

FORT WILLIAM, ONT.—Reported by E. A. Ursell, statistician of the Board of Grain Commissioners for Canada:

Receipts		Shipments	
1926	1925	1926	1925
Wheat, bus..	13,571,935	4,114,182	27,577,648
Corn, bus....	2,989	1,436	2,989
Oats, bus....	3,929,240	1,840,159	5,553,221
Barley, bus..	2,298,816	443,839	4,627,681
Rye, bus....	420,659	78,189	1,160,691
Flax Seed, bus.	503,452	240,012	190,967

INDIANAPOLIS—Reported by Wm. H. Howard, secretary of the Board of Trade:

Receipts		Shipments	
1926	1925	1926	1925
Wheat, bus..	98,000	13,000	80,000
Corn, bus....	1,410,000	1,314,000	778,000
Oats, bus....	682,000	622,000	660,000

KANSAS CITY—Reported by W. R. Scott, secretary of the Board of Trade:

Receipts		Shipments	
1926	1925	1926	1925
Wheat, bus..	4,625,100	4,036,500	2,027,150
Corn, bus....	1,847,500	1,645,000	1,265,000
Oats, bus....	282,200	734,400	217,500
Barley, bus..	3,000	30,000	24,700
Rye, bus....	12,100	18,700	51,700
Bran, tons...	4,900	3,620	12,400
Kaffir Corn, bus.	468,600	440,000	240,000
Hay, tons ...	15,852	15,420	4,836
Flour, bbls..	77,025	70,525	457,275

LOS ANGELES—Reported by secretary of the Grain Exchange:

Receipts		Shipments	
1926	1925	1926	1925
Wheat carlds.	192	193	.....
Corn, carlds..	273	251	.....
Oats, carlds..	43	58	.....
Barley, carlds	200	220	.....
Rye, carlds...	1	.....	.....
Kaffir Corn, carlds.	39	38	.....
Bran, carlds..	165	131	.....
Flour, carlds.	156	196	.....

MILWAUKEE—Reported by H. A. Plumb, secretary of the Chamber of Commerce:

Receipts		Shipments	
1926	1925	1926	1925
Wheat, bus..	277,200	179,200	384,114
Corn, bus....	562,400	694,120	294,107
Oats, bus....	676,260	1,764,000	432,182
Barley, bus..	854,900	648,000	107,565
Rye, bus....	89,145	42,450	45,300
Timothy Seed, lbs.	60,000	60,000	.....
Clover Seed, lbs. ....	.....	455	.....
Feed, tons...	6,560	3,751	10,937
Flax Seed, bus.	30,030	1,430	.....
Malt, bus....	26,600	22,800	480,589
Hay, tons....	1,261	924	123
Flour, bbls..	182,860	251,760	50,330

MINNEAPOLIS—Reported by G. W. Maschke, statistician of the Chamber of Commerce:

Receipts		Shipments	
1926	1925	1926	1925
Wheat, bus..	4,814,440	5,229,840	2,988,800
Corn, bus....	699,700	547,190	392,520
Oats, bus....	927,690	2,627,550	2,140,060
Barley, bus..	959,550	790,470	845,370
Rye, bus....	261,920	303,360	123,470
Flax Seed, bus.	359,740	441,840	111,760
Hay, tons....	2,121	1,407	177
Flour, bbls..	21,836	43,276	937,672

MONTREAL—Reported by J. Stanley Cook, secretary of the Board of Trade:

Receipts		Shipments	
1926	1925	1926	1925
Wheat, bus..	22,477,775	8,628,112	23,338,108
Corn, bus....	213,129	11,678	6,286
Oats, bus....	6,164,016	5,027,161	5,864,904
Barley, bus..	2,923,076	595,233	3,304,087
Rye, bus....	2,302,097	1,244,660	2,784,862
Flax Seed, bus. ....	.....	180,874	.....
Hay, tons....	86,911	90,559	23,154
Flour, bbls..	469,547	254,501	732,997

NEW ORLEANS—Reported by S. P. Fears, Chf. Gr. Inspr. & Weighmaster of the Board of Trade, Ltd.:

Receipts		Shipments	
1926	1925	1926	1925
Wheat, bus..	50	62	94,092
Corn, bus....	257	207	554,599
Oats, bus....	44	98	59,938
Mix F. Oats..	3	.....	.....
Barley, bus..	.....	7	.....
Rye, bus....	2	3	85,714
Gr. Sorghums	4	5	.....

NEW YORK CITY—Reported by H. Heinzer, statistician of the Produce Exchange:

Receipts		Shipments	
1926	1925	1926	1925
Wheat, bus..	6,371,600	4,907,000	6,484,000
Corn, bus....	208,500	46,500	51,000
Oats, bus....	1,534,000	1,795,000	608,000
Barley, bus..	1,395,500	1,225,000	1,174,000
Rye, bus....	291,500	107,500	292,000
Clover Seed, bags .....	.....	.....	20
Flax Seed, bus.	159,000	.....	.....
Hay, tons....	6,752	5,052 bales	.....
Flour, bbls..	1,010,243	737,776	528,000

OMAHA—Reported by F. P. Manchester, secretary of the Omaha Grain Exchange:

Receipts		Shipments	
1926	1925	1926	1925
Wheat, bus..	623,000	698,600	357,000
Corn, bus....	1,580,600	817,600	1,575,000
Oats, bus....	840,000	1,208,000	854,000
Barley, bus..	1,600	12,800	14,400
Rye, bus....	60,200	19,600	98,000

PEORIA—Reported by John R. Lofgren, secretary of the Board of Trade:

Receipts		Shipments	
1926	1925	1926	1925
Wheat, bus..	76,800	85,400	54,400
Corn, bus....	2,604,400	1,774,500	1,123,100
Oats, bus....	701,600	692,000	488,200
Barley, bus..	85,400	117,400	39,200
Rye, bus....	.....	3,600	.....
Mill Feed, tons	21,920	22,200	25,612
Hay, tons ...	3,150	960	490
Flour, bbls..	196,100	156,500	176,600

PHILADELPHIA—Reported by A. B. Clemmer, secretary of the Commercial Exchange:

Receipts		Shipments	
1926	1925	1926	1925
Wheat, bus..	679,155	1,061,778	400,690
Corn, bus....	52,358	41,878	30,096
Oats, bus....	303,687	395,398	105,000
Rye, bus....	1,174	24,997	.....
Barley, bus..	1,714	45,226	.....
Flour, bbls..	179,270	153,191	18,845

ST. LOUIS—Reported by Charles Rippin, secretary of the Merchants' Exchange:

Receipts		Shipments	
1926	1925	1926	1925
Wheat, bus..	1,267,000	1,961,700	889,000
Corn, bus....	4,242,000	2,688,000	2,048,662
Oats, bus....	2,216,000	2,892,000	1,882,000
Barley, bus..	35,200	38,400	17,600
Rye, bus....	10,400	2,600	6,414
Kaffir Corn, bus.	42,000	136,800	18,000
Hay, tons ...	7,680	6,948	3,216
Flour, bbls..	393,190	420,380	356,070

SAN FRANCISCO—Reported by J. J. Sullivan, chief inspector of the Chamber of Commerce:

Receipts		Shipments	
1926	1925	1926	1925
Wheat, bus..	3,643	7,218	.....
Corn, bus....	10,050	2,140	.....
Oats, bus....	735	1,511	.....
Barley, bus..	35,547	39,630	.....
Bran, bus....	235	381	.....
Beans, sacks.	32,744	31,247	.....
Foreign Beans, sacks	2,710	3,511	.....
Hay, tons ...	5,381	6,634	.....

SUPERIOR—Reported by E. W. Feidler, chairman of the Grain and Warehouse Commission:

Receipts		Shipments	
1926	1925	1926	1925
Wheat, bus..	2,046,429	2,232,378	2,603,035
Corn, bus....	17,230	159,334	.....
Oats, bus....	833,796	1,594,502	1,554,421
Barley, bus..	339,404	1,132,692	423,699
Rye, bus....	496,470	266,793	422,146
Flax Seed, bus.	198,233	352,212	.....
Bonded Wheat, bus.	33,231	68,932	34,491
Bonded Oats, bus.	17,871	26,744	98,940
Bonded Rye, bus.	3,892	.....	38,105
Bonded Barley, bus.	63,267	34,047	.....
Bonded Flax, bus.	643	.....	1,668

TOLEDO—Reported by Archibald Gassaway, secretary of the Produce Exchange:

Receipts		Shipments	
1926	1925	1926	1925
Wheat, bus..	563,800	323,400	175,510
Corn, bus....	393,750	197,500	246,850
Oats, bus....	912,300	719,350	560,720
Barley, bus..	6,000	6,000	.....
Rye, bus....	27,600	8,400	6,095

CO-OPERATIVE MARKETING DIVISION CREATED

A division of co-operative marketing has been created in the Bureau of Agricultural Economics of the Department of Agriculture, pursuant to the provisions of the Co-operative Marketing Bill, which was approved and signed by the President just before Congress adjourned. Chris L. Christensen, who for the past two years has been at the head of the co-operative marketing work in the same bureau, will be in charge of the new division. The work and personnel of the former Division of Agricultural Co-operation will be transferred to the new Division of Co-operative Marketing.

MARGINS AND OVERHEAD IN THE OPERATION OF A FARMERS ELEVATOR*

By C. W. WELLMAN

Speaking of overhead and margins in the handling of grain and sidelines by the farmer elevator companies of the Middle West, in order to get a foundation for what I am going to say, it will first be necessary to mention for just a moment some of the customs and practices of the grain business at country points during the early years of the present century. Some 25 years ago, great line elevator systems were in the saddle at nearly every grain station in the grain belt west of the Mississippi River, and to some extent in northern Illinois. These concerns owned the elevators and hired an agent at a very nominal salary, say from \$40 to \$60 per month. Many, or most of these agents, signed an agreement with their employers to the effect that if the books at the local stations showed that 100,000 bushels of grain had been purchased, the weights of the grain when received at the terminal should be the same as the weights purchased. We know there is a natural shrinkage and that this natural shrinkage would eat up the salary of any agent. Just how the agent succeeded in showing no shrinkage in the grain shipped and still received his salary is a matter of common knowledge among the farmers of the West.

And then grain was bought without any particular reference to quality. The price was made on a low grade so that no matter what a farmer brought in, he got the same price, regardless of whether it was poor, or the finest quality that could possibly be raised. This manner of buying grain in itself meant a profit on each bushel of anywhere from 2 cents to 4 cents, but in addition to this the margin usually taken in the early days at least ran anywhere from 5 cents to 15 cents per bushel. The latter figure, of course, would apply largely to purchases of wheat.

At many stations where the line elevators were operating, there were individuals also operating an elevator. These individuals, however, were forced into the practices and customs of the line elevators. If they did not agree to buy from the farmer at the same price and in the same manner as the line elevators, then they were forced out of business, either in one way or another. The farmers became indignant over these practices and customs, and commenced to organize a few farmer elevators in the late nineties and during the first year or two of the present century. An effort was then made on the part of the line elevators and others to put these farmer elevators out of business and they endeavored to have Boards of Trade refuse to handle the business of the farmer organizations. This did not succeed and only caused the farmers to organize more rapidly until the entire Middle West was covered with these organizations.

In the early days of co-operative marketing, we discovered that we could handle grain for two cents per bushel, provided this grain were graded and sold according to quality. In due time the state governments took over the grading of the grain, which has proven satisfactory. With a margin of two cents per bushel, co-operative elevators could then show a fair return on the investment. Managers could be hired then for not more than \$75 per month, help around the warehouse, \$40 per month. Telephone and telegraph cost was about 50 per cent of what it is today. Taxes on property and rental of grounds, about half of what they are now. It was a very simple matter then to show a neat profit on two cents per bushel margin for handling the grain. Farmers over the grain belt rejoiced. As a result, thousands of dollars rolled into their pockets. The co-operative elevator idea grew. It spread out over the entire country in a very short time. It was a going business. Farmers elevators organized in large numbers and were here to stay.

But the war came on. Conditions changed. Overhead mounted higher and higher. Salaries have

necessarily doubled and trebled. Repairs, taxes, supplies, in fact, everything that goes into the business has more than doubled in price and the margin of two cents per bushel has stayed the same. I ask you the question, "Can this continue?" Why are about 50 per cent of the farmer elevators on the financial rocks today? Simply because their margin of profit is too low for the overhead. Some companies are in a position to handle sidelines such as building materials, gas, oil, etc., and can still continue to handle grain on two cents per bushel margin. They are simply robbing Peter to pay Paul, but it is their only means of meeting the high overhead. Such companies are going along fairly well, but not so with companies handling grain only. Sooner or later they will find themselves on the rocks and will wonder why and how they got there and how to go about it to get back into smooth sailing. They must get down to a business basis. Farmer elevators must increase their margin of profit sufficiently to pay expenses, interest on investment, and keep a fair amount in the treasury for possible losses. They must come to some agreement other than price fixing, for that might easily steer them into the meshes of the law whereby they will make some trouble. Farmer elevators must make money the same as any other business. I wish to compliment the directors and managers of the farmer elevators of Ford County, Ill., who have recently taken a step forward along this line. It is sound business.

You, as farmers and stockholders in these companies, should see to it that your company is getting sufficient margin of profit to maintain a sound financial business. You are part owner in the business; see to it that your company is financially sound so that it can continue to do business, for it is the best thing you have ever had as a means of marketing your grain.

A campaign of education has got to be started. The public of the farming communities must be educated in business practices. Not only have co-operative companies run wild in the past, but you, as farmers, have also run wild. Many of you have bought 10 times as much as you needed and expenses have increased. You don't care to go back to the old style of living and farming. You don't have to. But you must get to doing business along business lines and along scientific lines. You must develop and grow along with other businesses and with the spirit of the times in which you are living. Your sons and daughters must be taught these things. They must be taught the facts about your local farmer elevator; how it came into existence; how it was financed and principally why it was organized. This is your duty in the education of your children who are to remain on the farms and take up the work of the farms and managing of elevators where you leave off.

You do not care to go back to the old way of marketing your grain for it costs you money to learn the lesson, and it will cost you even more should you lose what you already have. It is the duty of you older ones in the co-operative movement to assist in this educational program, that co-operative marketing may continue to operate and grow. All of this is interwoven in the present financial crisis of co-operative marketing and agriculture in general.

In going through the records of the company of which I am manager, one can hardly believe the figures. It is costing this company nearly \$1,000 per month to do business, compared to half that amount at the outbreak of the war or shortly before. I can frankly and honestly say were it not for the profit on sidelines, this company would not have the financial standing it has today.

There should be a concerted effort on the part of every co-operative elevator in the grain producing section of the United States to formulate a plan whereby every co-operative elevator could merchandise grain on a margin sufficient to show a substantial profit every year.

Your local farmer elevator should be the outstanding business in your community. It is owned and operated by the people of the community and for the people of the community. When such a

company is forced into bankruptcy, it is a reflection on the business efficiency of that community.

I believe that within 15 years' time, unless every co-operative in the country puts in force good, sound, modern business principles, a very large part of them will have gone back into the hands of private owners.

Some of you are members of companies who are in a position to pay dividends and cannot see any reason why the margin of profit on grain should be increased. You should consider your neighboring farmer elevator at all times. Perhaps they are not as financially sound as you are. What would it mean to them to increase their margin of profit from two cents per bushel to four cents per bushel? It would enable them to pay off existing debts, and interest on stock to its stockholders. The stronger company would greatly increase its profit and at the end of the year could return it to its stockholders in dividends, and both would benefit. Neither the elevator nor the farmer would lose, and all would increase their stability.

The day has come when selfishness must be forgotten. We of the rural communities must look to the welfare of our neighbors. By working together harmoniously, honestly and efficiently, better results will be attained. I would like to see every elevator throughout the grain belt come to an agreement whereby the financial situation of all companies would be strengthened. It can be done with very little work and with but little expense.

Farmers are looking for an organization that will lead them to better marketing conditions and better living conditions in the great rural districts of our country. I believe that co-operative marketing and farming will be the solution of the present deplorable conditions, and with the years of experience we have had in marketing, we are the local organization to carry it through to the end. Let us put our house in order so that when the time comes we can act when the opportunity is given us.

THE GRAIN WORLD

Italy's official wheat crop estimate has been given as 200,000,000 bushels, against 241,000,000 bushels last year and 151,000,000 bushels the preceding year. Since home requirements are estimated at 280,000,000 bushels, imports should be 80,000,000 bushels, or about the same as in 1925. The Italian Government, it is expected, will order mills to include an admixture of 15 per cent of rye, or barley, with their wheat flour.

Germany is expected, under the present system of grain import certificates, to continue the export of wheat in future years from the Baltic ports, and the import of wheat of high gluten content via the Rhine Valley. Since domestic production in Germany does not meet requirements, says the Department of Agriculture, imports must increase in direct ratio with exports.

According to unofficial information received by the Department of Agriculture, following the failure of the Soviet grain export program for the season 1925-26, the Central Committee of the Communist Party, has approved a resolution outlining a new plan for grain purchases to be followed during the season 1926-27. In describing the skeleton of this plan, the Department says, in part:

The outstanding features of the plan are greater centralization and a determined effort to eliminate private enterprises from the grain trade. The principal grain purchase under the new plan are to be made by the Grain and Agricultural Products Trading Company (Khloboproduct), the Central Union of Consumers Co-operatives and the All-Russian Union of Agricultural Co-operatives (Controsoyus). The grain for export will be handled chiefly by the "Khloboproduct". All other organizations are forbidden to accept deliveries of grain directly from producers or private merchants and from primary co-operatives only when the principal organizations are unable to make deliveries. The elimination of private trade is to be effected by discontinuing the practice of leasing flour mills to private persons. The mills will be given over to co-operatives and to specially created "trusts." To give greater rigidity to the centralized system of grain purchases, none but the State Bank is permitted to grant credits to the grain trade or in any other way to finance it.

*An address delivered from Broadcasting Station W.L.S., Chicago, on June 15. Mr. Wellman is manager of the Farmers Elevator Company at Ransom, Ill.

HAY, STRAW AND FEED

ELBE FLOODS HAY FIELDS

Floods throughout Germany, caused to great extent by heavy rains late in June, already have caused the death of two persons and property damage estimated at \$10,000,000. One of the crops hardest hit is hay. More than 50,000 acres of potato, rye, beet and hay fields have been flooded. During the last week in June, the Elbe River, several hundred miles north of Dresden, was a raging torrent. The Reichstag has now undertaken a relief program which will be in effect all during July. Deputies have reported that the suffering is intense among thousands of hay farmers and other German agriculturalists who have been impoverished by the floods.

ALFALFA MEAL CASE DECIDED

Examiner Frank E. Mullen, after studying the evidence in the case between the trustee in bankruptcy of the Superior Milling Company, and the Oregon Short Line, has reported that the Interstate Commerce Commission "should find the rates on Alfalfa meal from points in Idaho to Memphis, Tenn., between October 1, 1923, and January 5, 1924, not unreasonable or otherwise unlawful." However, he suggested that the minimum of 40,000 pounds in effect in that period, was unreasonable to the extent that it exceeded 30,000 pounds for cars of 36 feet and six inches or under and 36,000 pounds in cars of greater length.

HAY LOWER IN NEW YORK

By C. K. TRAFTON

The local hay market has been featured during the past month by a striking increase in the arrivals, especially by canal boats, and as a decidedly large proportion was of extremely poor or no grade hay the general tendency of the market has been easier. The fact that much of the hay was in small or medium bales also served to check business. There has been little demand for No. 1 hay, but as practically nothing of this grade was received the market was relatively steady. In short, there was a further widening of the difference between choice and inferior grades. Because of the lower prices quoted and the fact that some of the No. 3 hay was of good feeding quality, demand for this description was somewhat better and a fair business resulted on a basis of \$18@21 for small bales and \$21@23 for large bales. On the other hand, No. 1 was quoted at \$29@30 in large bales and \$28@29 in medium bales. It was stated that a large proportion of the arriving by boats had already been sold and was diverted immediately to Jersey City stock yards.

GROUND CORN COBS FOR INSULATION

The material used for the body of insulation applied to ice plant piping may well be finely ground corn cobs, according to *National Engineer*. "Dry corn cobs, purchased at \$2.50 a load of 50 bushels," says the writer, "were placed in a bin in the furnace room for drying. These cobs consisted chiefly of broken pieces, they having been shelled through a cylinder sheller instead of the older type spring sheller."

At the end of about three weeks, when they had been thoroughly dried out by the heat of the boiler room, they were run through a regular feed grinder and reduced to cob meal. This in turn was re-ground until it was a fine-grained flour. The flour was sacked in old flour sacks and piled beside the boiler where it was left until used. It was found that a bushel of cobs made about 10 pounds of cob flour. The insulating mixture for the pipes through which the freezing agent flowed, was made by mixing thoroughly together one gal-

lon of cob flour, one quart of wood tar, and one pint of shellac. This mixture was poured into a form about the pipe. It took three days for the mixture to set. The corn cob mixture does not form a hard mass, but remains somewhat flexible and apparently does not crack.

TOLEDO WELCOMES INCREASED BUYING

By S. M. BENDER

Millfeeds have been weak most of the month but lately some improvement in the demand and a firming of prices has been welcomed by millers. Every advance seems to make buyers back away but very few are carrying large stocks so they must buy as their demand dictates. The comparatively small output by mills in this section and nearby has been of great value in maintaining prices. Some reports of a tightening situation in bran was also effective and in some cases the demand exceeded the supply. Light offerings of middlings have been responsible for a better feeling in that feed which has found a ready market. The prevailing sentiment that corn and oats are cheap enough has helped coarse grain feed buyers to make their decision with the result that the market for these feeds looks better. Mixers have been more active and eastern trade inquiry more brisk. No business has been done in new crop feeds although a few inquiries for July-August shipment have been received.

Hay remained firm during the month but the past week all varieties of Timothy, Clover and Alfalfa were marked down a dollar a ton. Heavy receipts of good quality were largely responsible for the decline according to dealers. If farmers continue to be free sellers prices are liable to decline further as the local and outside demand has been slow. Toledo is getting more than can be sold and for that reason the trend is liable to be downward until conditions change.

SEVERE SLUMP IN HAY AND FEED EXPORTS

For the fiscal year ended June 30 last, United States hay and feed shippers exported approximately 80 per cent of the volume they did in the previous 12-month period. During the 11 months ended in May 1926, the value of feeds (including hay) exported was \$27,595,000. The 1925 value was \$35,235,000. Over 16,000 short tons of hay were shipped out in the 1926 period, compared to 24,000 tons exported in the 11 months ended in May, 1925. The latest Department of Commerce bulletins indicate that exports of cottonseed meal, linseed meal, bran and middlings were above the figures for May, 1925. Hay and feed exports, however, declined, making the total value of May exports this year, \$1,043,000 as against \$1,969,000 last May.

FEDERAL HAY INSPECTOR AT CINCINNATI

The United States Department of Agriculture has arranged to station a Federal hay inspector in Cincinnati, Ohio. C. L. Shiley, of the Hay, Feed and Seed Division, Bureau of Agricultural Economics, has been designated for this position and will arrive in Cincinnati about July 7. Mr. Shiley will make his office with the office of Federal Grain Supervision of the Department at Room 63 Fosdick Building. For the past two years Mr. Shiley has been a grain and hay inspector for the Port Commission of Norfolk, Va., stationed at the public elevator in that city. Prior to that time he was assistant grain supervisor for the Department of Agriculture at Philadelphia.

The stationing of a Federal hay inspector at Cincinnati is believed by the Department of Agri-

culture to be a big step in the Federal hay inspection work. Much of the hay moving from producing sections in Ohio, Indiana and Michigan to the consuming territory in the cotton states passes through the Cincinnati market. The location of an inspector at Cincinnati will therefore increase materially the opportunities for northern producers and southern consumers to trade on the basis of Federal inspection. One of the largest dealers in Cincinnati has arranged to have all hay handled by them inspected and it is expected that more business of this kind will be obtained soon after Mr. Shiley begins work.

HAT STRAW FROM JAP WHEAT

The straw hat season is in full swing. If you attend the races and some pony leans over the rail and takes a bite of your new straw, don't blame him too much. In spite of the shellac finish he recognizes it as some of the highest grade wheat straw known. *Doings In Grain at Milwaukee* calls attention to the fact that the straw from which most straw hats are made is grown from special varieties of wheat in Japan, China, and Italy, pulled before ripening, bleached in the sun and dew, the color removed by chemical process, and the straw turned into "braids" by the deft fingers of the women and children of the country in which it is grown, and these braids forwarded to the United States.

WILD OATS SOWN FOR HAY STUDY

The wild oat has been tamed at the experiment station in Berkeley, Calif. This is one of the most useful, and at the same time one of the most objectionable wild plants in California. Its hay value is its chief virtue, for with its high leaf percentage it has been found to be more palatable than California Red or Coastblacks oat hay. Yet it offers little inducement for cultivation, because its seed fall to the ground as each whorl ripens. Furthermore, on account of its having coating and twisted awns, it is not amenable to machine planting. Part of the seed remains dormant in the soil for one or more years, which, coupled with its deciduous seed habit makes it difficult to eradicate once it has become intrenched in the soil.

FEED SALES SLOW

By B. S. BROWN

During the past 30 days millfeeds have sagged to what appears to be the usual seasonal low level. Spot bran reached the low price of \$19 Kansas City basis, and on fairly heavy buying by mixers and jobbers rallied \$1 per ton to the present price of \$20. Gray shorts have been extremely weak and are at their low point of \$25. During this 30-day period the volume of trading on deferred position has been tremendous, much greater in fact than for any previous year in the last 10.

Flour millers in the Southwest have looked into their backyards, which consisted of abundant grain, and have sold feed ahead, taking profits rather than speculate on possible future advance. At the same time buyers in the East, principally mixers and consumers have looked into their backyards, which consisted of poor pasturage light forage and slim prospects for available bran in their natural territory, and have bought feed. This trade has been principally for bran, priced at from \$19 to \$22, f.o.b. Kansas City.

Gray shorts have been a drag on the market, as nobody seems to want to speculate on a commodity which germinates when put in storage. We are now under the July contract period. Trading is lighter than for some time. Mills are filling contracts which are equal to or higher than spot mar-

ket and the receivers of the feed are reluctant to make further commitments.

The Texas, Oklahoma, and southern Kansas mills, where the wheat crop is most abundant, are making a market for bran and gray shorts in Oklahoma, Texas, Louisiana, Tennessee and Arkansas, and in many cases in the extreme southeast. This territory is cut off and will be for some little time, insofar as the mills in northern Kansas, Missouri, and Nebraska are concerned, and when these holes in the Southeast are filled up, due to heavy milling in southern Kansas, Oklahoma and Texas, the natural outlet for the surplus feed will be through the Kansas City gateway. Then it will be simply a matter of competitive prices between Buffalo, Minneapolis and Kansas City market.

ROBBER TAKES ALFALFA SEED

Fresh evidence of the great value which is being attached to Alfalfa in all quarters, is had from Elmwood, Wis. Several bags of flour and Alfalfa seed were stolen lately from the warehouse of the Elmwood Lumber & Grain Company. Manager Herbst immediately posted a reward of \$100 for any information leading to the arrest of the thief.

FEED QUIET IN NEW YORK

By C. K. TRAFTON

Seasonable quietude prevailed in the local feed market during the past month, the indifference of buyers becoming more marked owing to the general improvement of pastures in this territory. In view of this fact and the general downward movement of grain prices, it was not astonishing that quotations as a rule averaged lower than those ruling a month ago. At the same time, reflecting the more recent improvement in grains, there has been latterly some recovery from recent low levels. Bran is about \$1.60 lower than a month ago and middlings about 60 cents lower. Red Dog, on the other hand, is about \$1.10 higher. Corn goods broke early in the period while corn was on the down grade, reaching the lowest levels seen in about six years. In the recent past, however, more general fears regarding the crop outcome, partly owing to complaints of too much hot dry weather in the Southwest and partly owing to unfavorable reports from other sections where it is asserted that practically perfect weather is required if the backward crop is to mature before the advent of frost. Hence white hominy is now about 50 cents higher than a month ago. Linseed oil meal has been quiet at a decline of about 25 cents, while cottonseed oil meal has gained about \$1.25. Beet pulp has been lifeless with imported goods quoted at \$40, f.o.b. cars New York.

SOYBEAN HAY EXPENSIVE

Tests on the feed lot at the South Dakota Experiment Station have led to the conclusion that soybean hay is by no means as cheap a legume roughage for dairy cows as Alfalfa hay because of the comparatively lower yields, and expense in handling the soybean hay. However, soybean hay can be recommended as an emergency legume crop for dairy cows, or as a regular crop in sections where it is difficult to get a stand of Clovers.

Ground soybeans, according to the Dakota tests, when fed with the basal ration, were 17.7 per cent more efficient than old process linseed meal for fat production, and 19.9 per cent more efficient for milk production.

THE SWEET CLOVER PROBLEM

Sweet Clover hay is not held in high favor in the leading hay markets and dealers report much difficulty in disposing of the Sweet Clover hay consigned to them. The United States Department of Agriculture reports that no official standards or grades have been established for Sweet Clover hay and that no such grades are contemplated for the immediate future.

The very evident lack of market interest in Sweet Clover hay is due to the fact that hay from this crop heretofore offered for sale has been of very low quality and of poor condition. Practically all of it has consisted of an unattractive mass of coarse woody stems, almost devoid of leaves and

fine stems, often badly weathered or moldy, and obviously of low feeding value. The principal buyers of legume hays, including the Clovers and Alfalfa, are dairymen, and these demand hay that is fine stemmed and leafy, sound, and of good color and of high palatability and feeding value. Sweet Clover hay may be so produced as to have all of these characteristics, but the type of hay usually placed on the market would be largely wasted if fed to dairy cows. Most buyers will not consider it even for bedding.

The cause of the poor quality of Sweet Clover hay lies partly in carelessness in harvesting and partly in the nature of the crop itself. If the Sweet Clover is stacked or placed in the mow at that stage of curing when the leaves are clinging to the stalks, the stalks will be so sappy as to start a strong ferment that often turns the hay musty and moldy. Unfortunately, the harvesting usually comes at a season of frequent showers and at a time when farmers are too busy to watch the Sweet Clover closely. As a result very little second-year Sweet Clover hay is saved in good condition. Recent investigations have disclosed, furthermore, that second-year Sweet Clover hay, which for any reason has become spoiled, is likely to cause severe and often fatal poisoning of cattle. The trouble is thought to be due to a fungus or mold which develops on the inside of the hollow stems. Animals fed the spoiled hay bleed to death from internal or external hemorrhage.

A good word should be said, on the other hand, for Sweet Clover hay cut the first fall following a spring planting. In a good season and on moist soil, one and sometimes two cuttings of excellent hay may be obtained in August and early September. This hay is fine stemmed and leafy, of first-rate appearance and feeding value, and comparable in every way to good Alfalfa hay. In fact, it has been offered on one market as "near Alfalfa." The only objection to first-year Sweet Clover hay is the grain stubble which it may contain, if the seeding is with a nurse crop. The value of Sweet Clover for pasture and green manure is very great. In these respects the crop is unexcelled. The utility of the crop for hay is doubtful, especially for market hay when it must compete with such well-known legumes as Alfalfa and Red Clover.

CORN BELT ELEVATOR MAKES FEEDS

It is admitted that the demand for mixed feeds is increasing and it is admitted that the number of feed dealers is increasing. Along with this there is a bigger field than ever for the small dealer who mixes his own feeds. Down in Iowa, where corn is a recognized member of the royal family, is the Harber Grain & Feed Company, which specializes in giving the local market what it wants in the way of feed, and handles grain as well.

The company's elevator and feed mill is in Wheatland, Iowa, on the main line of the Chicago & Northwestern Railway and direct connected with the Chicago, Milwaukee & St. Paul. It is on privately owned ground, consisting of six lots, 66 by 210 feet, and one block from the main street of the town. Consistent demand for its products exist since there is heavy feeding in the corn belt and plenty of corn to grind. This is supplemented by the growing trade in the sidelines handled by the company.

The elevator at Wheatland is of frame construction, with all bins hoppers. It has a capacity of 12,000 bushels. There are 15 bins, with three of them spotted to dump. Four of the bins are arranged for sacking grain.

A Monarch Attrition Mill—24-inch—has been provided by Sprout, Waldron & Co., of Muncy, Pa., and this equipment comes in for a fairly steady use during the course of the year. Both lighting and power are provided by electric current, central station service being required. The prime movers include one 10-horsepower motor for the grain elevator and two 20-horsepower motors for the operation of the feed mill. This gives an aggregate of 50 horsepower for the five motors in use. The main drive is a rope, and operation control is by means of an oil switch.

The principal grains handled are corn, oats,

wheat, barley and rye. In addition to these, the Harber Grain & Feed Company also does a good business in all kinds of chicken feed, hog feed, cattle feed, dairy feed, and the various sidelines have been successful from a profit standpoint. Among the sidelines which have netted a fair income are salt, twine, flour and buttermilk.

This is the only elevator and feed mill in a town of about 700 population, with a distance of about 16 miles to the nearest feed mill to the southward, 12 miles to the closest on the north and six miles to the west. The one on the west only grinds twice a week, while this plant stands ready to go at any time. The management has in the past considered the advisability of installing a corn cracker and a cob crusher, and still feels that these additions to existing equipment would be practical.

The manager of the plant is Charles Harber, who has associated with him as secretary of the concern L. M. Harber.

NEW FEED BRANDS

"VITA PURE" wheat flour, Graham flour, egg mash, pig mash, dairy feed, cornmeal, scratch feed, cut corn and buttermilk, scratch fattener. Nicholson Mills, Henderson, Ky. Filed January 30, 1926. Serial No. 226,675. Published June 15, 1926.

"HI-LACTIC" feed for hogs and chickens. Perry Milk Products Company, Perry, Iowa. Filed April 6, 1925. Serial No. 212,293. Published June 15, 1926.

"KERR'S" wheat flour, Graham flour, whole



wheat flour, cracked wheat flour, hot cake flour, self-rising buckwheat flour, rye flour, rolled oats, rapid cooking oats, wheat flakes, farina, cornmeal, steel cut oatmeal and rye meal, and stock feeds and poultry feeds. Kerr Gifford & Co., Inc., Portland, Ore. Filed November 19, 1925. Serial No. 223,519. Published June 22, 1926.

"COCK O' THE WALK" poultry feeds. Black & White Milling Company, East St. Louis, Ill. Filed August 19, 1925. Serial No. 219,056. Published July 6, 1926.

Trademarks Registered

214,123. Laying mash with buttermilk, rice bran, rice polish and rice. El Campo Rice Milling Company, El Campo, Texas. Filed December 23, 1924. Serial No. 217,124. Published March 30, 1926. Registered June 15, 1926.

214,133. Stock feed. Swift & Co., Chicago, Ill. Filed November 20, 1925. Serial No. 223,609. Published March 30, 1926. Registered June 15, 1926.

214,138. Poultry feed. The F. C. Ayres Mercantile Company, Denver, Colo. Filed January 14, 1926. Serial No. 225,908. Published March 30, 1926. Registered June 15, 1926.

214,883. Chicken feed, as follows: Laying mash, growing mash, scratch feed, and baby chick feed. Geis-Price Elevator Company, Inc., Enid, Okla. Filed December 7, 1925. Serial No. 224,388. Published April 13, 1926. Registered July 6, 1926.

214,974. Animal feed, more particularly dog feed. G. P. Rose, Jr., Nashville, Tenn. Filed March 3, 1926. Serial No. 228,070. Published April 27, 1926. Registered July 6, 1926.

ASSOCIATIONS

NATIONAL HAY ASSOCIATION HOLDS ANNUAL MEETING AT NIAGARA FALLS

Someone once said that two serious things lure the average man to visit Niagara Falls viz.: to get married or to jump over. It seems that neither of these motives, however, had a thing to do with the National Hay Association meeting at the Niagara Hotel, Niagara Falls, June 29 to July 1, to hold its thirty-third annual convention. The members of that Association gathered there on those dates, 300 strong, just because it was convention time and there were things of a national character touching their business which needed attention. They chose their meeting place wisely.

Up to the time the gavel of President H. A. Bascom fell in opening the first session of the meeting a marked note of gloom for the outlook of the hay business was evident among the delegates. Even the president voiced his opinion that the past year had been perhaps the most trying period for the hay dealers in the history of the organization. Enthusiasm only took root and flourished when one delegate cried, "Let us roll our past regrets and future fears over Niagara Falls. Let's go!"

One cause for alarm to the hay men, as summed

The president's report, which was one of the salient features of the opening session, was in part as follows:

PRESIDENT BASCOM'S REPORT

It has been many years since our convention has been held in the East, and I am sure that all of the members of the Association who live in New York State and states farther east and south appreciate the courtesy of the Board of Directors in selecting this spot and this splendid hotel for this, our thirty-third annual convention.

Death has taken from our midst since last we met in convention, 13 loyal members—men who for years have contributed their generous part in the upbuilding of this Association. Of these, our good friend and former president, R. M. White, chairman of the Memorial Committee, has just spoken. I desire, however, to make mention of two of these deceased members, because the news of their death came as a great shock to me. I refer to Willis Bullock, of Canajoharie, N. Y., and B. E. Rouse, of Geneva, N. Y.

Mr. Bullock, as most of you know, was publisher of the *New York Hay Trade Journal*, and, with his father, whom he succeeded in business, one of the oldest members of our Association. I have known Mr. Bullock, personally, for many years and have always considered him as one of my best friends; in fact, our friendship was such that I might call him my real chum.

Business conditions throughout the whole United States during the year 1925 and, so far, in 1926, have been, I think, extremely bad, trade reports, Babson reports, schools of business administration reports and Wall street propaganda to the contrary notwithstanding. In the great textile industries of New England, trade has been extremely unsatisfactory, and I think I am justified in stating that where a large woolen or cotton mill, in New England, during the past year, has been doing a volume business, it has been done at an extremely small, if any, margin of profit. This dull business in New England's chief industries has been reflected to a greater or less degree in the hay business, and our firm, and, I feel quite sure, other firms handling hay in New England, have had as hard a year as they have ever had—if not the hardest—in the history of their business. Not only in New England, but in all parts of the hay producing sections, with rare exceptions, all over the United States and in Canada, have mighty tough conditions prevailed. If it wasn't a short crop, such as obtained in Michigan, Ohio, Indiana and Illinois, it was poor quality of crops, as in the greater part of New York State and in Canada.

Is it any wonder, then, that this year of unusual bad conditions prevailing in the hay trade, following a very unsatisfactory year in 1924 and 1925 has brought about unusual worries to Secretary Sale, to your president and to all the members of the Board of Directors? We have had old and loyal members send in their resignations, stating that the hay business was so bad that they had gone out of it entirely. Others have resigned because business had been so poor this year that they could ill afford to pay their dues. Others have sent in their resignations, giving as their reasons that they cannot see that they are getting anything out of the Association. In all instances of the two last mentioned classes, your secretary, and, in many instances, your president, has written these members, urging them not to resign and giving them valid and forceful reasons why they should remain with us. I am pleased to report that in many cases our arguments have prevailed and several formerly valuable members who had sent in their resignations are still with us.

May I state right here that we positively should not resign from this good organization or from any other trade association of which we are members because of a year or two of bad business. At such times, we should be all the more willing to lend our financial support and our moral and physical aid, to encourage our officers in the constructive work they are trying so hard to accomplish. Let us all work together in good and bad times, and make this National Hay Association an outstanding power, as it always has been, for the good of the hay trade everywhere.

Activities of the President

On July 30, 1925 immediately after the adjournment of the convention at Cedar Point, Ohio, your present Board of Directors met and organized for work. Certain important committees were at that time appointed, your president asking the members of the Board for Recommendations and a discussion of the personnel of those committees. How well chosen these committees were will be observed when you listen, later on, to the reports of their chairmen.

On October 12, 13 and 14, your president, together with Director N. C. Campbell, and fellow member J. D. Cole, both of Kansas City, attended as delegates, at Kansas City, the twenty-ninth annual convention of the Grain Dealers National Association. I also asked Traffic Manager J. C. Suttie, to run over from Omaha and join us. As might be expected, these three gentlemen were on their jobs every minute. I attended the splendid banquet of the Grain Dealers National Association, at the Kansas City Club, as a guest of Mr. Cole. I attended a part of two sessions of the convention, but spent most of my time at the Kansas City hay market, where I met the most of our fellow members of that city.

On December 2, 1925, while in Chicago, for the purpose of attending the Board of Directors meeting and the annual meeting and banquet of the Horse Association of America, I took the opportunity of calling on several of our members, some of whom I met at the banquet. I was fortunate in finding Director Moorhead in his office when I called and I had a very pleasant visit with him. On January 11, 1926, I attended the mid-winter meeting of the Board of Directors, at our offices at Winchester, Ind., all the members of the Board being present, except three—Messrs. Taylor, Campbell and Moorhead. We went into session at 9.30 a. m. and worked continuously and intensively until about 12 p. m. At that time, many important and, in some cases, very difficult

matters were taken up and discussed thoroughly and disposed of.

We found Secretary Sale's office and system functioning perfectly. The whole office force is splendid; if we required any data concerning any matter under discussion, we are able to get it immediately. We were all extremely well pleased with the most excellent and efficient manner in which Secretary Sale is running his office.

Recommendations

I recommend that Section 4, Article XIII, relative to the time and place of meetings of the Arbitration Committees, be so changed as to allow, when thought advisable, these Arbitration Committees to discuss and settle cases by mail. I am prompted to make this recommendation because an instance has come up this year where an arbitration case was settled by the committee, by correspondence. The case being the only one to be brought up, it was thought that the expense of travelling and the loss of time were too great to warrant the calling together of the committee, and to save this expense of travel and loss of time, it was thought best to discuss the case by mail; and the member against whom the case was decided consulted, his lawyer and he found that our By-laws required our Arbitration Committees to meet and decide cases. Thus, his lawyer ruled that the decision of the committee was not legal.

I recommend that Section D, of Trade Rule 17, relating to "Broker and Brokerage," be changed to read as follows: "Brokerage shall be credited when contract is accepted by the principals in the transaction." Section D, Rule 17, just referred to, reads as follows: "Brokerage shall be credited when contract is accepted and delivery completed and accepted by the principals of the transaction."

During the past year, several very bitter complaints have come to us from some of our good members in the South who are brokers, where the rule, as it now stands, has worked great hardship and injustice. I believe a broker has earned his fee when he has brought buyer and seller together and a binding contract has been duly made. This is good law, good custom, and prevails in all similar trade organizations that I know of. Such a rule is fair to all parties to the contract, but the rule, as it now exists, can work great hardship and loss to the broker. I recommend, if possible, at the time allotted for discussion of different matters, that this subject be taken up,



RETIRING PRESIDENT H. A. BASCOM

up by William A. Murphy, assistant secretary of the Horse Association of America, is the discouraging attitude of governing officials in large centers toward banishing horses from city streets. Such action has been tried in New York and more recently in Washington and other cities without success. But it requires a constant vigil and much hard work on the part of interested groups to keep horses in their economic place in city transportation, thus conserving the market for hay that is left in that direction.

Mr. Murphy further pointed out that this important truck horse hay market was being assailed by other things tending to discourage horse use in cities. He cited increased costs for horse shoeing, stabling, harness, etc., and added, "The situation is not getting better." He urged that team owners of the different cities be encouraged to hold work horse parades, such as have already been held in Rochester, Pittsburgh and Kansas City.

The first meeting of the convention was given over largely to reports of Secretary-Treasurer Fred K. Sale and of the Board of Directors.

President Bascom delivered his annual message, ending with a splendid tribute to the late John Bacon, who for so many years represented the AMERICAN ELEVATOR AND GRAIN TRADE at conventions of the National Hay Association.

The afternoon was occupied by a trip through the Great Gorge Route, terminating in a visit to the Niagara Power Company, where it was learned that a little water is borrowed from Niagara River; this water harnessed to water wheels; and generators made principally by the Allis-Chalmers Company—controlled by only seven workmen—produce 454,000 horsepower of electricity, which is delivered 300 miles away and wholesaled at a cost of one-fourth cent per kilowatt hour.



SECRETARY FRED SALE

and, thus, an opportunity be given all to express their views, and the question finally disposed of.

Conclusion

I think I am right in saying that the past year has been one of the hardest years, from an administrative standpoint, in the history of the National Hay Association—Dull business, bad crops in some sections, poor crops in some other sections, short crops in some of the states of our largest membership, discouraged members giving up the hay business altogether—all have combined to cause resignations of numerous members and, consequently, great anxiety on the part of your officers. Had it not been for the ever ready response and substantial support and assistance of your good Board of Directors and loyal and tried members, I am bound to state that your president and secretary would have, at times, been really discouraged. I take this opportunity to express my sincere thanks to all the officers, directors and fellow members who have so loyally aided us during the past year.

I wish to here make special mention of the splendid work of our traffic manager, J. C. Suttie. His has been a strenuous year—I think probably the busiest one he has ever had. His work stands out preeminently among the activities and accomplishments of the Association.

I also want to speak of our new secretary, Fred Sale, and to express to him, in behalf of the Association and myself, our heartiest appreciation of his splendid work. His has been a very busy year, fraught with as hard work and worries as any year in the history of our Association, and I want to tell you that he has kept his office force and me and my stenographer busy.

I am indebted to and here wish to thank Chairman Harry Lockwood and his assistants for the splendid work done by them in arranging the fine program for our entertainment and banquet tomorrow evening—To Fred Williams, to Leonard Gibson, to Lawrence Post, to our Board of Directors, to all the chairmen and members of committees, to our very efficient office force, and to all you good fellow members who have during this trying year, so generously

given of your time and work for our Association, I wish to express my deepest appreciation.

The numerous trade journals have been most courteous and generous to us, and I heartily appreciate their kind support, and recommend that we, so far as possible, assist them and co-operate with them, in every way.

We shall miss our good friend, John E. Bacon, who for so many years attended our annual convention and represented the AMERICAN ELEVATOR AND GRAIN TRADE. He was a fine gentleman and was loved by all of us.

To have been identified with the hay business from 1883 up to the present time, covering a period of 43 years; to have started with very little, and, measured by business standards, to have attained a fair degree of success; and, finally to become the executive head of an organization numbering a thousand of the most reputable hay and grain dealers in the United States and Canada is, indeed, a great honor, and in electing me to the presidency of this splendid Association, you have paid me a great compliment and have handed me the highest honor that can be had in this business.

In giving his annual report as secretary-treasurer, Fred K. Sale, of Winchester, Ind., said, in part:

SECRETARY-TREASURER SALE'S REPORT

Although the results obtained this year with respect to new members received since the last convention are not as large as last, yet looking back over this past year and realizing the difficulties we have had to confront, I say to you, that I cannot help but feel we have fought a good fight and have accomplished considerable. The past two or three years in the hay business have been very difficult and, in fact, disastrous to many of those engaged in it. A large number of firms have gone out of business the last year and others have discontinued the hay business which they have operated in connection with their other line of work. Many more will be lost this coming year for the same reasons. We must keep up a continuous effort to fill these vacancies. Those of our members whose names appear on the Honor Roll this year are to be congratulated on having been able to produce the results as indicated by their having received one or more new members this past year. If you have secured a new member, it has really meant some good hard conscientious efforts along this line.

We have started out this fiscal year with a membership of 1019. We have lost by failures, dissolutions, discontinuing of the hay business, suspensions for refusing to arbitrate, non-payment of dues and resignations, a total of 206 as against a total of 245 lost for the same reasons a year ago. During the year, we have obtained 79 new members which brings our membership to date as 892. I might say that since sending out the notices for dues, we have learned of a number of firms which are out of business or will be by July 1 and although the fiscal year was not quite completed, we have already dropped these names from our membership total.

Arbitration

It is pleasing to report the number of arbitration cases this year was the smallest for many years. Arbitration Committees No. 1 and No. 3 had no meeting during the year, as there were no cases for their attention. A. B. Caple, chairman of Committee No. 2 will report later on the work of the cases presented

Activities

The policy of the secretary, as well as the president, this year has been one of strictest economy. The correspondence of the secretary's office and the settlement of trouble cases has been unusually heavy the past 12 months. Practically no traveling has been done by your secretary this year and, in fact, is covered by only two trips to Indianapolis on Association business.

On November 16 I was called to Toledo, Ohio, as a witness in the trial of S. W. Soule vs. R. P. Lipe Company to identify signatures and certain arbitration papers. This was a very important case which had formerly been handled by one of our Arbitration Committees and an award was rendered of over \$4,000 in favor of Mr. Soule. The defendant refused to pay the award and was suspended. Upon the recommendation of the Association and with its assistance, Mr. Soule started legal proceedings in court against the defendant on the basis of the finding of the award of our Committee. The result was that as the trial was to open, the defendant agreed to settle the case without hearing of the evidence. My expenses were paid on this trip.

On January 11, the mid-winter meeting of the Board of Directors was held in my office and at which time there were seven directors present together with President Bascom. The entire day and half of the night was spent in matters of vital importance concerning Association affairs.

On March 18, a formal hearing on the opposition to the metric system before the committee of the House of Representatives was held in Washington, D. C. Our state vice-president, J. V. Craig of Washington, represented the National Hay Association at this meeting and we also had presented in writing a resolution of opposition from this Association to the proposed change from the present system of weights and measures to that of the metric system.

A great deal of time has been devoted by your secretary this year in the solicitation work for new members. Literally hundreds and hundreds of letters written to prospects have gone out this year from our office, containing application blanks and also other literature.

Recommendations

Certain contingencies and conditions have arisen this past year which I feel necessitate some slight additions to our Arbitration and Investigation Rules, also one change in the Constitution and By-laws. I therefore recommend the following changes:

Section 2, in part, reads as follows: "And we do hereby release the said association committee, jointly and severally, from any and all claims and demands by reason of errors in judgment or findings of law."

The suggested change would read as follows: "And we do hereby release the said association committee, jointly and severally, AS WELL AS THE ASSOCIATION ITSELF, from any and all claims and demands by reason of errors in judgment or findings of law."

Section 3 reads: "No case for arbitration shall be submitted to the committee until both parties have signed on the prescribed blank their agreement to abide by the decision of the Committee and release all members of such committee from any responsibility for errors in judgment in any respect whatever or for any damage or for any loss suffered by reason of their act."

The suggested change will read as follows: "No case for arbitration shall be submitted to the Committee until both parties have signed on the pre-

subject to the usual appeal to the Board of Directors and to such limitations as are provided in the By-Laws."

Section 6 reads, in part, as follows: "In all cases filed for arbitration any afterwards compromised or settled or papers withdrawn for any reason, or where parties fail or refuse to arbitrate, the Secretary shall retain \$5 of the plaintiff's deposit as a fee for filing of the case, returning the balance."

The suggested change for this section would read as follows: "In all cases filed for arbitration and afterwards compromised or settled or papers withdrawn for any reason BY THE PLAINTIFF, the Secretary shall retain \$5 of the plaintiff's deposit as a fee for filing of the case, returning the balance. WHERE PARTIES FAIL TO ARBITRATE OR REFUSE TO COMPLETE THE NECESSARY PAPERS FOR ARBITRATION WITHIN A REASONABLE LENGTH OF TIME, THE DEFAULTING PARTY SHALL FORFEIT ALL OF HIS DEPOSIT AND THE OTHER PARTY HAVE RETURNED HIS ENTIRE DEPOSIT."

I recommend that Article 7, Section 8, of the Constitution and By-Laws be eliminated insofar as we have had no committee on "Press and Publicity" for the past several years. This section reads as follows: "A committee of three, to be known as the Committee on Press and Publicity, whose duties it shall be to keep the public at large informed in regard to the hay business and the work of this Association, by using the public press and the trade papers."

I further recommend that as the duties of all present committees with the exception of the Committee on Trade Questions are defined in our By-Laws, that a new section be incorporated to take the place of Section 8, above given.

I would suggest it read as follows: "A committee



PRESIDENT-ELECT L. A. RANEY

of three, to be known as the Committee on Trade Questions, whose duty it shall be to settle matters of trade differences and an interpretation of the trade rules of any question submitted to the committee by the secretary."

WEDNESDAY, JUNE 30

Most of the important work of the convention was accomplished on this day. Reports of the chairmen of eight committees formed with a view to working out data on as many subjects were made and received with enthusiasm by the delegates. Expressions were gathered from delegates from all parts of the country and the important fact was disclosed that the hay business of the country is gradually being changed from a horse hay business to a dairy cattle and sheep hay business.

Celebrated speakers were introduced, including Hon. J. W. Fordney, ex-senator of Michigan; and at the banquet in the evening Hon. Florence E. S. Knapp, Secretary of State, Albany, N. Y.

In his report as chairman of the State Vice-Presidents' Committee, H. A. Post, New York City, said among other things:

CHAIRMAN POST'S REPORT

A careful review of the reports received reveal the following more or less similar conditions prevailing generally throughout the country with regard to the hay situation. First: The unusually late spring resulting in poor pasture has created an extremely long feeding season and greatly reduced supplies. Second: The 1925 crop is well cleaned up and the carryover will undoubtedly be away below average.

Taking the countrywide as a whole the United States Government hay crop report shows condition on June 1 as about 73 per cent or equal to 84 per cent of the 10-year average. The various states' vice-presidents have reported hay crop conditions as being generally fair to poor throughout. The far western states of Colorado, Montana, Washington, California and Alberta, Canada, are favorable exceptions. In the middle-western states of Indiana, Michigan, Wisconsin and Minnesota, conditions are fair with prospects greatly improved by recent rains. The eastern hay producing states generally report hay crop conditions as poor with Jersey and Pennsylvania very poor and New York about on a par with 1925.

In Quebec, Canada, a comparison with 1925 is very interesting. Last year the 1924 crop carryover was about 35 per cent, which combined with an 85 per cent crop in 1925 gave Quebec an unusually large supply equal to about 120 per cent of a crop. This year Quebec reports hay as being well cleaned up with only 8 per cent on hand and prospects of a 71 per cent crop. Conditions will probably be further



DELEGATES STARTING ON THE GORGE RIDE

to his committee. We have, likewise, had fewer trouble cases this year than last, although some were very complicated and difficult to handle. 61 cases of minor importance have been settled satisfactorily through the secretary's office. I now have but three trouble cases still unsettled and two of these may be settled yet here at this meeting.

Cases compromised	7
Cases paid in full	5
Cases decided by Arbitration Committee...	4
Cases now in hands of Arbitration Committee	3
Cases withdrawn	0
Cases appealed	0
Defendants suspended for refusing to arbitrate	6
Cases under preparation	2
Cases of minor importance, settled by Secretary	61
Total	88

Deaths

During the past year, we have had 13 deaths among our members. Proper resolutions of respect were drawn up by the Memorial Committee and copies of the same sent to the families and will be spread on the permanent records of this Association. I will not mention the names of those having passed away as the chairman of the Memorial Committee has already incorporated this in his report.

scribed blank their agreement to abide by the decision of the Committee and release all members of such Committee, AND THE ASSOCIATION ITSELF, from any responsibility for errors in judgment in any respect whatever or for any damage or for any loss suffered by reason of their act."

Section 4 now reads in part, as follows: "That the Committees on Arbitration shall meet at some place to be agreed upon by the committees and at least once in each year, and hear and decide any arbitration cases which have been filed with the Secretary since their last meeting, also any undecided cases which have been held over for any cause from any former meeting. Their decisions shall be final, subject to the usual appeal to the Board of Directors and to such limitations as are provided in the By-Laws."

The suggested change is the following: "That the Committee on Arbitration shall meet, WHEN A SUFFICIENT NUMBER OF CASES HAVE BEEN PRESENTED TO JUSTIFY THE EXPENSE, at some place to be agreed upon by the committee, and hear and decide any arbitration cases which have been filed with the Secretary since their last meeting, also any undecided cases which have been held over for any cause from any former meeting. IF AN INSUFFICIENT NUMBER OF CASES ARE RECEIVED TO CALL A MEETING OF THE COMMITTEE, AND IN ORDER TO HANDLE SAME MORE EXPEDIENTLY, THE SECRETARY MAY AUTHORIZE THE REVIEWING OF SUCH CASES BY THE COMMITTEE THROUGH THE MAIL. Their decisions shall be final,

improved with a continuance of the recent favorable growing weather.

Generally speaking it will probably develop that the harvest of hay will exceed statistical prognostications as the recent favorable growing weather which has been very helpful to the hay crop is hardly reflected in any of the reports available for submission to this convention.

Extracts from reports gathered for me by the states' vice-presidents which I believe should be interesting are:

W. E. Galbraith, for Washington: The past winter has been one of extreme mildness. Cattle in western Washington grazed during nearly all the winter. Many herds did not consume the supply of local hay which had been put up by the dairymen. Result is an unusually large carry-over in the hands of the eastern Washington producers. There has been a fairly regular movement of hay for horse feed out of the Port of Seattle to Alaska, the Hawaiian Islands, the Philippine Islands and the coast cities of China.

A. B. Comeau, of the Province of Quebec: Weather has been very favorable for the new crop. We will have another large crop of hay if we soon have warm weather. If the Province is favored with favorable weather at time of cutting, you may tell the boys, to look to Quebec, for the nicest crop of many years past.

Alfred H. Lea, for West Virginia: General conditions are not any too good but prospects are apparently very much better. Coal is the backbone of all our prosperity in this state and the indications point to a very much improved situation in coal and more active operation of our coal mines which will increase general business and the demand for and consumption of hay. The meadows used for dairying purposes in this section as a rule play out early in August and in an unfavorable season for grass, such as we have had so far this summer, they will play out much earlier than that, making an early and strong demand for dairy hay such as Alfalfa and Clover. There is a constantly growing demand throughout this territory for first class dairy hay of all kinds. Dairy buyers have come definitely to the conclusion that poor hay is a bad investment at any time and are willing to pay top prices for the very top grades of Alfalfa, Alsike and Red Clover. We believe that members of the National Hay Association will find it profitable to look to West Virginia for considerable distribution because we are quite certain that the demand will be present.

B. C. Morgan, for Alabama: There are prospects for a good crop of both Alfalfa and native Johnson Grass. Weather has been very favorable to the coming crop. Our dairy industry is growing. However, the dairy herds in this section of the country are fed exclusively on alfalfa which eliminates the use of Timothy and Johnson Grass.

W. T. Hill, for the Province of Alberta: In the southern portion of Alberta we have a splendid Alfalfa crop but owing to dry weather our Timothy crop is very short. Timothy and wild hay in the northern portion of the country promises to be an abundant crop.

S. P. Steed for Missouri: Hay crop is very light and unless the rains which we have had throughout the state within the last 10 days or two weeks benefits the crop we are most certain to have a lighter crop than last year and most likely the lightest in 10 years. The crop is backward this year and hardly believe that we will have any new hay on the market until September except new Alfalfa which is now moving to the market.

F. J. Seidl, for Minnesota: Prospects have been improved by recent rains but protracted drouth earlier in the season cut the prospective yield at least 25 per cent. Prairie hay crop is short and Timothy will probably be reduced also.

Fred Seehafer, for Wisconsin: I figure that our crop will be about half of last year's crop. What there will be of this should be good hay. Weather has been unfavorable, late spring and cold, no growing weather for any crop.

Hugh W. Usher, for Montana: Prospects for the growing crop at this time look very promising except in the southeastern part of the state where they have had very dry weather to date. Understand they have just received a much wanted rain the past week which no doubt will help the pastures and enable them to cut enough for forage to take care of their particular locality. Irrigated hay is in very good shape; with weather conditions favorable during the harvest, we expect a larger crop than in 1925 and of much better quality.

Forrest S. Smith, for Massachusetts: Understand there is just a fair crop of hay over the state, generally but we do not think this applies to the whole of New England, as the weather has been very cold and dry through much of it so that the hay crop is not up to the average.

I. N. Daker, for Pennsylvania: More hay this season than ever before has come to Pittsburgh from points in western Pennsylvania. They having practically no home market has compelled hay to come to Pittsburgh from points which never shipped Pittsburgh before.

In addition to the data furnished by the states' vice-presidents and United States Government reports, I have canvassed about 750 shippers in the eastern hay producing States of New York, New Jersey, Pennsylvania, Michigan, Indiana, Ohio and Quebec, Canada. The result of this investigation is:

	1924			1925			1926 CROP PROSPECTS		
	Crop	Qual-	Quan-	Crop	Qual-	Quan-	Crop	Qual-	Quan-
New York....	22%	77%	68%	5%	72%	66%			
New Jersey...	15%	87%	61%	None	67%	56%			
Pennsylvania..	24%	63%	60%	5%	54%	52%			
Michigan	25%	64%	39%	4%	84%	67%			
Indiana	22%	70%	51%	4%	86%	71%			
Ohio	17%	78%	49%	6%	84%	69%			
Canada	35%	87%	85%	8%	86%	71%			

The New York crop apparently is about equal to the 1925 yield with New Jersey, Pennsylvania slightly under last year's. The states of Michigan, Indiana and Ohio all show considerable improvement compared with 1925 crop.

During the afternoon session the report of the Statistics Committee was presented by Chairman Arlo V. Turner, of Modesto, Cal. He related that:

REPORT OF THE STATISTICS COMMITTEE

Due to the deaths of the chairman and the vice-chairman of this committee, this report has been hurriedly prepared by the remaining members of the committee, after a period of investigation covering about 60 days.

Stocks of hay on hand on the first of May, according to the United States Government, were 11,250,000 tons, as against 15,500,000 tons last year and an average of almost 13,000,000 tons. There always will be

a carryover of hay. Carryover, therefore, is a relative thing. The significant thing this year is that with the crop in prospect, added to our carryover, there is a great deal less hay on hand for sale than there was a year ago. The quality of the carryover is poor. Your committee believes that you will probably seldom, if ever, see a smaller one than we have at the present moment. Heavy feeding operations during the months of May and June, occasioned by the late season, have reduced it below the May 1 figures. It is safe to say that the United States and Canada are entering the new hay season with the smallest stocks of good hay we have had for a great many years.

We have studied the reports of a number of state departments of agriculture, the United States Department of Agriculture and state publications. We have had letters from hundreds of hay dealers throughout the hay producing districts of the United States and Canada and we are satisfied that we are going into the new season with practically no merchantable hay on hand. We want to call your attention to our statement that carryover is a relative thing, that barns and warehouses will never be entirely cleaned of hay and that with probably from nine to ten million tons of hay on hand in the United States today, we are just about as near exhaustion of supplies as we will ever come. In other words, our carryover next year will probably be as large or larger than it is today and when we are figuring our supplies for the coming season, we probably for that reason can only count upon the crop which is about to be produced.

Present Hay Prospects

Not only do we face the poorest hay crop which we have had for a number of years, but there is going to be very little cow hay of good quality produced this year in the principal Clover districts. The hay business of the United States has been for a number of years gradually changing from a horse hay business to a dairy trade business. This year with one



MR. AND MRS. S. P. STEED

of the poorest crops of record, we are faced with a fair crop of horse hay and practically no Clover and Clover mixed hay of good quality. The shortage is, for that reason, much more serious than appears at first glance. Almost without exception our letters from the great central district which produces so much Clover hay and from Pennsylvania and from New York State, report some good Timothy and very little Clover. We also hear that the Alfalfa crop in New York State is going to be of poorer quality than it has been in the past. We also hear that Ontario is putting in a number of dairies and that their Alfalfa which came on the market last year and satisfied a great deal of the trade along the Atlantic seaboard, will more largely be fed at home.

It has been said in practically every report of this committee during the past 25 years that the production and acreage of hay in the United States is constantly increasing, that its value is increasing and that it continues to rank second or third in value of all crops raised in the United States. A study of carryovers and crop production for the past 10 or 15 years shows that consumption has increased. This consumption is swinging away from horses and to dairy cows, cattle and sheep.

This leads your committee to some further conclusions about conditions of this year, which we believe should be presented to you.

Horses and the Hay Market

You will undoubtedly hear much valuable information from the Horse Association. From reading their literature we have figured out that during the years 1920 to 1925 the number of colts under two years of age has decreased 51 per cent. Figures also show that the average mule and horse value is 37 per cent less than it was prior to the war, in spite of the fact that there are fewer mules and horses in the country. If reports published by trade journals are correct, receipts at the four markets of Chicago, New York, Baltimore and Philadelphia, during the season of 1925 and 1926 were just 35 per cent of the receipts at those markets during the year 1915-1916. This is in spite of the remarkable growth of those cities. We call your attention to the fact that dairy trade, the stockyard trade and the small retail trade in, and in the vicinity of, those cities has certainly not decreased much during the past 10 years. We cannot escape the conclusion that the horse hay trade in those cities has practically ceased to exist.

We can delay the decline of the use of horses. Every horse which can be kept in a terminal market means several dollars a year to some dealer in that market. Every zoning ordinance which can be de-

feated means money to the members of our Association. The total of horses and mules in the United States and Canada is still a large figure and a little effort, directed in the proper channels may only save a few horses in any one locality or any one city but the aggregate of the savings will amount to thousands of dollars per year to us if the country as a whole is considered.

We know that a farmer can farm with horses and make money and that with a tractor he will often go broke. We know that on a short haul a horse is cheaper than a truck and that for delivery of such things as milk, ice, etc., the cheapest thing which can be used is horses.

The sad part of it is that the farmers are buying tractors if they can possibly get together the money to buy them, even though it may eventually mean their bankruptcy. The traffic departments of our large cities are wrong, but nevertheless they are ruling horses off of the streets in certain zones on account of traffic congestion and they have the support of city people in doing it. The women of our cities, particularly on the Pacific Coast have notified transfer and delivery agencies that they do not want the manure on their streets and that their patronage will be transferred unless the man serving them goes into motorized equipment. A good deal of electrical equipment for this work is being bought by these people now, upon the assurance of their customers that they will gladly pay the difference in cost rather than have the dirt upon their streets. We, of course, deplore these conditions. They are not sound economics, but they are facts.

Further than that, our present immigration laws have raised labor to such a point that in some localities farmers are either compelled to give up framing or use motorized equipment. They had better give up the farming, rather than go broke, but they are staying by farming and losing money operating machinery.

Automobile ownership is still a long way from the saturation point. Highways continue to go in and this means less horses.

Many representative hay men have publicly stated and have written to your committee that the hay business is dead, that it is going anyway and that the best we can do or hope to do is to delay the end. We do not believe that they are right. We take comfort in the fact that the acreage and tonnage of hay raised in the United States and Canada is increasing every year, that this hay is being fed, that it is going somewhere, that somebody is doing the business. Better than 16 per cent of our hay crop of last year was baled, loaded and shipped by hay dealers to consumers throughout the country. The only thing which has happened to the hay trade of the United States is, in our opinion, the transfer of the business from the large cities to a different class of consumer. A number of us have lost a carefully built up clientele among the feeders of horse hay. We are, we believe, going to continue to lose more and more of this clientele. Beyond that, we believe that the hay business of the United States is bigger and better than it has ever been before and that it will continue to grow to the benefit of the hay trade who are alive to the future of their business.

Use of Hay on the Farm

Your farmer of today is rapidly becoming a specialist. There are still vast plains where one crop is grown, but the banks and other agencies are trying to put dairy cows on every farm. The vast new irrigation districts are developing a group of farmers who are specialists in such crops and who buy other farm products from their neighbors and from distant places. The day when one farm was sufficient unto itself has passed. A man raises vegetables, he raises fruit or he raises cotton. Increase in population will continue to develop a class of farmer specialists who will look elsewhere for the hay for their dairy cows and for their horses. The consumption of milk and milk products in America is growing every day and it will continue to grow. It is the best food and the cheapest food. The development of vast new irrigated projects such as that now suggested by the Boulder Dam under discussion in Congress, is going to throw millions of acres of new land open to colonization. This land will first go into Alfalfa. That Alfalfa is going to be distributed to dairies all over the central and southern parts of the United States. Some fortunate hay dealer who establishes himself in the heart of these reclamation projects, or in a nearby city is going to have a tremendously lucrative hay business. As each new district develops, more and more dairy cows will be moved into the district. Less and less of the hay will be shipped out and some year in that district consumption will be larger than the production of hay and that dealer will become a distributor to his former growers of hay.

An instance of how this thing works may be taken out of any of the older irrigated sections of the country. For instance in the small district around Modesto, Calif., which was the first large irrigated district in California, there are today around 100,000 or more dairy cows. During eight years out of the past 10, the Modesto district has shipped Alfalfa out. During two years out of the past 10, we have shipped in thousands of tons of hay.

In addition to distribution to regions of drought and short production, we will have our steady demand to mills, to feeders, to mixers and to the dairies near cities which are producing certified milk for the better class of trade.

Your committee sees no reason why a man located in any of the larger cities cannot develop a business as a distributor of dairy hay.

Our Association was created and has been conducted for our mutual benefit. The men who belong to it and who work actively in the Association are men who believe in its code of ethics. You, gentlemen, hoping for a higher standard in the hay business, have, we believe, a future before you which is more attractive than the business which has been available in the past. As a distributor of hay back and forth across the country, the man who works for fair dealing is not going to have to seek business. He is going to be called upon to secure hay in ever increasing quantities for the districts and the smaller dealer whom he has faithfully served in the past. Gentlemen, the hay business is not dead. It's growth will continue and members of the National Hay Association should have faith in the reward which will surely come from a business which is essential to the health of our people and the financial independence of our farmers.

THURSDAY, JULY 1

The final day was given to round table discussions and the election and installation of officers. The following officers were elected:

President, L. A. Raney, Goldsboro, N. C.; first

vice-president, H. A. Dinius, Roanoke, Ind.; second vice-president, A. B. Corneau, Farnham, Quebec.

The following directors for two years were also elected: J. V. Craig, Washington, D. C.; S. O.



DAN MULLALLY, MRS. W. F. BROWN, W. J. NUMMA

Downer, Saginaw, Mich.; W. H. Toberman, St. Louis, Mo.; J. C. Suttie, Omaha, Neb.; H. A. Bascom, Boston, Mass. Fred K. Sale was re-elected secretary-treasurer.

CONVENTION CALENDAR

August.—Association of Official Seed Analysts of North America, in conjunction with the International Botany Congress, at Cornell University, Ithaca, N. Y.

August 18-19.—Twenty-fifth annual convention of the Michigan Hay & Grain Dealers Association, at the Hotel Olds, Lansing, Mich.

October 18-20.—Thirtieth annual convention of the Grain Dealers National Association, at the Hotel Statler, Buffalo, N. Y.

October 18.—United States Feed Distributors Association, Hotel Statler, Buffalo, N. Y.

MUTUAL MEETING IN BUFFALO

The Mutual Millers and Feed Dealers Association held a short session in the banquet hall of the Hotel Buffalo, Buffalo, N. Y., June 25. The meeting of the Federation which was held there at the same time tended to reduce the attendance to below what it would ordinarily have been. The presiding officer was former President Roy Mulkie, Union City, Pa. It was decided to defer the election of officers until the meeting in September. A. W. Carpenter, of the Larowe Milling Company, made a few suggestions for the carrying on of association work and volunteered his services to promote the activity.

INDIANA DEALERS MEET AT PURDUE

An interesting speaking program, a visit to the Marshall Farms and a dinner and dance in the Memorial Union Building at Purdue University, Lafayette, were enjoyed by about 150 grain dealers from over Indiana at the June 24 program of the annual mid-summer meeting of the Indiana Grain Dealers Association. Senator W. F. Hodges, of Gary, gave the opening talk in the Union Building following an address of welcome by E. K. Sowash, of Crown Point, president of the Association. Senator Hodges' talk dealt with "Waterway Transportation Development," and he was followed by T. A. Coleman, state leader of county agents, who spoke on "The Function of the Agricultural Agent."

The feature of the afternoon program was the visit to the Marshall Farms, 11 miles northwest of the city. Henry W. Marshall, owner of the farms, took charge of the program, and after showing the guests through his new cattle barn, containing prize winning pure-bred Herefords, led some of his leading prize winners out for close inspection by the grain dealers, including Mischief Mixer 39, grand champion of the 1925 International Livestock Show, and Early Dawn, grand champion of the 1925 American Royal Livestock Show. An 80-acre stand of Purkoff wheat, a new Soft Winter wheat of superior quality and hardiness, developed by the Purdue Agricultural Experiment Station, was inspected by the visitors while they were at the farm, and a short talk was given by Professor A. T. Wiancko, head of the soils and crops department.

President Sowash presided at the banquet and

the principal address was given by Dr. Edward C. Elliott, president of the university, his remarks dealing with the manifold activities of the institution, of which the grain dealers' session was one. Development of the St. Lawrence deep waterway and the Mississippi Barge Canal was advocated by State Senator W. F. Hodges in his talk before the grain dealers. Senator Hodges is flatly opposed to the all-American or New York Canal, emphasizing that the lower original cost and maintenance cost of the St. Lawrence waterway make it the logical project as opposed to the New York route.

A. E. Reynolds, Crawfordsville, represented the Grain Dealers National Association at the meeting. In concluding his remarks he said:

A friend of mine said a few days ago, "All the legislation needed is a universal farm libel law." He advocated a law to make it a penal offense for any individual to speak of or any newspaper to publish anything reflecting in any way on the financial or commercial soundness or prosperity of the farming industry. That would at least be refreshing. Such a law would close the loud mouths of political demagogues and still the pens of paid newspaper agitators. That innovation would at least stop a lot of advertising of bad agricultural conditions that do not exist.

Now the tariff. The revision of the tariff to the extent that would give the manufacturer and labor only a fair and equitable share of the fat of the land; that would enable the farmer and these other millions of common people a chance to buy the necessities of life at a fair price; such a revision ought to be made and would go farther toward solving the agricultural problem than any scheme or unjust, un-American subsidizing.

I know that I am in imminent danger of excommunication from the Republican Party for such heresy. I may not longer be allowed at the shrine where I have politically communed since my twenty-first birthday. If, however, the bunk and stench surrounding that altar becomes much more nauseating, a relief from it may become welcome even to hidebound Republican.

I want prosperity for the farmer, but I want it obtained in a way that will leave him his self-respect; that will leave him in control of his business and not under direction of government hirelings and political demagogues; that will leave him a free American citizen and not a subsidized serf.

Hon. Eban H. Wolcott talked on "Taxation." Director G. I. Christie of Purdue spoke briefly, and I. W. McConnell, of Buffalo, N. Y., talked in behalf of the Buffalo Corn Exchange. He invited the Indiana dealers to share the hospitality extended by his home city for the coming national convention in October.

The resolutions of thanks proposed by George Arnold, Bluffton, for the committee were adopted.

MICHIGAN MEETING COMING

The program is now in preparation for the twenty-fifth annual meeting of the Michigan Hay and Grain Association, and the preliminaries will all have been arranged by August 1. The convention will take place at the new Hotel Olds, in Lansing, Mich., August 18 and 19, and it is hoped by Secretary T. J. Hubbard that a large number of the members will be present. A list of subjects of particular import will be discussed and those who attend may rely on being benefitted by an interesting exchange of ideas.

OHIO DEALERS' ANNUAL MEETING

On June 23, the forty-seventh annual convention of the Ohio Grain Dealers Association was called to order by President S. L. Rice, at Cedar Point, Ohio. Earl C. Krueger of Sandusky delivered the address of welcome, and A. B. Beverstock, of Lexington, responded. In making his annual address, President Rice thanked the membership for the support that had been given him. He alluded to present agricultural conditions and regretted the fact that those who are taking most interest in remedial measures, are demagogues. In conclusion he said, "We must consider the farmer, for without him we too must fail. Let us always maintain the high ethical standards established by the grain trade so our practices will stimulate in the public's mind a high estimation of business. May we make the inscription on the walls of the National Chamber of Commerce Building in Washington a reality."

The Nominating Committee, appointed by the president, included John H. Motz, Brice, chairman; William Cummings, Toledo; and O. E. Teegardin, Duval.

The Resolutions Committee named was Edgar Thierwechter, Oak Harbor; Charles Hiegle, Leipsic; and L. Schuster, Toledo.

The Auditing Committee's personnel included Charles Keilholtz, Toledo; J. K. Pollock, Middle Point; and Philip Sayles, Columbus.

A resolution in memory of members deceased during the past year was presented by E. T. Custerborder, Sidney. Those named included Alphonse Mennel, Toledo; Henry M. Allen, Troy; and Mrs. George E. Stevenson, Rosewood.

A. B. Beverstock, Lexington, gave an address on "Government Assistance for the Farmers," in which he said, in part:

The farmer must have hay to feed his stock and maintain the fertility of his land. Some of our Toledo friends have already started the wail of why don't

we get a large crop of Clover seed like we did years ago? Answer is that the farmer uses for hay nearly all he produces and he would produce and have more Clover seed and hay for sale if the price of wheat could be indicated or assured above cost. There can be no permanent relief from the Tincher-Haugen and Aswell-Curtis Bills. The co-operative can be helpful only in certain places, even with the Yoakum plan. The McNary-Haugen proposition will never be a realization, and it would not be beneficial were it enacted into law. Some of you may say, why specify wheat? Why not corn, oats and other commodities? I'll tell you why.

First, the farmers of this country are well meaning, but they will never be organized so that they can act as a unit. Politicians, generally speaking, encourage everything the farmer suggests and which is the principal reason why he gets nowhere. But what I am apprehensive of seeing is, some of these fine days a bill forced through Congress by the agricultural element that will not be helpful, but may be detrimental for the passage of some bill that might get them somewhere.

Second, in answer to Why don't we include corn, etc.? Corn has a means of escape even though it is through the medium of hogs, but wheat has no recourse in feeding to any animal or human being and has the further handicap of forced production on account of its being essential in the production of hay. Corn can be fed to hogs at present prices and allow the farmer to realize \$1.40 per bushel or a practical gain over the market price of 100 per cent. There is nothing on earth you can feed wheat to and get a copper more than the market price.

Third, farmers are grasping at straws to find relief. The Government is exercised and worried about the proper kind of relief, but is sincere in its assurance that it is anxious to help. The bills so far presented ask for too much. They are not willing to try one thing that is practical as an experiment.

This is not war time, but the Government did make money over the guaranteed price of wheat to the farmer and many millions over the administration expenses. A tentative proposition for the Government would be to pick out one kind of grain and try the plan of giving farmers a minimum guarantee. For instance, if it would wisely select wheat and say to the farmers that they may depend upon a minimum price of \$1.50 per bushel, the farmer would have some basis on which to work and he could then decide whether he could produce wheat at \$1.50 and make it pay.

If perchance world and home conditions would warrant a higher price than \$1.50, the Government would not need to function or exercise its promise to pay and there would be no need of administration expense and no appropriation whatever would be necessary. Public and terminal elevators could be leased or commandeered in case of purchase and the only possible chance of loss for the Government would be the difference between \$1.50 and a lower figure, which I doubt very much it would have to take if other countries knew we had a minimum price.

If a surplus would have to be taken care of for a year or two, the Government could say, we have wheat in the elevator and we have always been told that wheat in the mill is a pretty good thing. If the old saying "as good as wheat in the mill" stands for anything, I believe that wheat in the elevator is equally as good an asset. Does anyone think for a minute that this country isn't big enough and strong enough to care for the surplus wheat there might be accumulated in a year or two? Does anyone think we haven't men like Julius Barnes who are able to merchandise a surplus with the probability of making that surplus pay a profit?

If wheat could be given a trial along the lines herein stated, I believe that it would still the agitation to help other lines until it could be determined



PRESIDENT-ELECT PHILLIP SAYLES

whether the plan is successful. It seems to me that all bills and suggestions so far presented try to cover too much ground and the probability of their adoption is, therefore, lessened.

During the afternoon, Secretary Charles Quinn of the Grain Dealers National Association spoke on the "Federal Government and the Farmer." He reviewed recent legislative programs, discussing their merits and explaining the outcome.

Some remarks were also made by D. J. Schuh, executive secretary of the Cincinnati Grain & Hay Exchange, followed by an address by R. J. Mansfield, Chicago, whose subject was "The World Wheat Situation." V. E. Butter, Indianapolis, made some remarks based on Mr. Mansfield's statements and concluded by saying that landlordism and consequent lack of capital were the worst

farm evil, for it has been shown that lack of capital contributes 33½ per cent to all failures in the United States and incompetence 37½ per cent.

On the second morning Henry L. Goemann, chairman of the Traffic Committee, gave his report by proxy, it being impossible for him to be present in person. Preliminary to reviewing briefly some of the pending traffic legislation he said:

I sincerely regret my inability to be with you on the dates of your convention. It would have given me a good deal of pleasure to have been present and to have discussed the bills which I have had introduced in Congress relating to losses of grain in transit.

Owing to the congestion in Congress at this session it is impossible to get these bills acted on at this session, so we will have to wait until Congress reconvenes in December when I hope, with the aid of the grain trade, and the assistance of Senator Willis and Congressman Denison of Illinois, to be able to have these bills passed.

After a discussion of the oats crop, which was participated in generally, the report on nominations was given, and the following officers were proposed: President, Phillip Sayles, Columbus; Edgar Thierwechter, Oak Harbor, vice-president; and Joseph W. McCord, Columbus, secretary.

Having completed 47 years of active service in office, "Uncle Joe" McCord asked to be relieved of office on account of his health and suggested that E. T. Custenborder of Sidney be named in his place. With this amendment, the report of the committee was adopted. At the request of ex-President Rice, Mr. McCord was unanimously elected an honorary life member and honorary secretary of the Association, in recognition of a half century of valuable services in building the organization and active participation in its affairs. He was also presented with a silver loving cup by W. S. Cook of Columbus.

A NEW FEED ASSOCIATION

On June 22 and 23, the feed dealers in and adjacent to southern Wisconsin met at the Plankinton Hotel, Milwaukee, and organized the Central



LEFT TO RIGHT: D. W. McKERCHER, W. L. HUSON, D. K. STEENBERGH, R. E. YORK

Retail Feed Association. It is strictly a retail feed dealers' association and no manufacturers or distributors are eligible for membership. When the session opened, a membership of 150 dealers, with dues paid, was announced. Membership dues in the new organization were fixed at \$10 per annum.

The following permanent officers were elected: President, D. W. Kercher, Wisconsin Rapids, Wis.; vice-president, W. L. Huson, Mineral Point, Wis.; treasurer, Bentley Dadmun, Whitewater, Wis.; and temporary secretary, D. K. Steenbergh, Milwaukee. The Board of Directors includes B. L. Jones, Delavan, Wis., three year term; F. Kern, Sparta, Wis., two year term; and R. E. York, Portage, Wis., one year term.

EASTERN FEED MEN MEET

An attendance of about 150 members turned out for the tenth annual convention of the Eastern Federation of Feed Merchants, held at the Hotel Buffalo, in Buffalo, N. Y., June 24 and 25. At the same time a large attendance was recorded at the same time and place for the Mutual Millers and Feed Dealers Association and the New York State Feed Manufacturers Association.

After the opening address by President W. S. Van Derzee, Albany, the first thing on the program was a talk on "Future Outlook for Feed Business in the East," by C. A. Coddington, president of the Beacon Milling Company. Secretary Charles Quinn, of the Grain Dealers National Association, was next on the program, with an address on "The Effect of Farm Relief Legislation on Eastern Grain Trade." The afternoon of the first day was spent in visits to flour and feed mills in the Buffalo area. A banquet was given that evening, at which the principal speaker was Samuel B. Botsford, former president of the Chamber of Commerce.

On the second day, C. F. McMillen, of the Ralston-Purina Company, addressed the meeting on "Service Manufacturing." A. J. Thompson spoke on "Cost of Merchandising and a Legitimate Profit." "Profit Building Co-operation" was the topic

chosen by John Yeomans, of the Cocksackie Milling Company; and the subject of a talk by Secretary Stannard was "The Future of the Federation."

The officers and directors were re-elected unanimously. The officers are: President, W. S. Van Derzee, Albany; vice-president, A. J. Thompson, Wycombe, Pa.; treasurer, Frank T. Benjamin, Canastota, N. Y.; secretary, W. A. Stannard, Albany.

PACIFIC GRAIN DEALERS MEET

Methods for improving the grain situation, told by men specializing in their lines, were heard by more than 250 delegates of Idaho, Washington and Oregon, attending the sixth annual convention of the Pacific Northwest Grain Dealers Association, held at the Davenport Hotel in Spokane, Wash., June 11 and 12.

The address of welcome by Mayor Fleming, was responded to by R. W. Wallace of the Kerr-Gifford Grain Company, Lewiston, Idaho. Dr. W. J. Spillman, agricultural economist, Department of Agriculture, spoke on "Balancing the Agricultural Output." The use of futures in the grain market was favorably described by S. C. Armstrong, general manager of the White-Dulaney Company, of Seattle. He regarded futures as a stabilizing factor and denied that their use was gambling. Mr. Armstrong traced grain growing in the Northwest to 100 years ago, when the production was mainly in the Willamette Valley of Oregon and north to Colville, Stevens County, Wash. Not until 57 years ago was there a shipment for use outside.

In an address on "The Federal Warehouse Act," Y. S. Yohe, who came to the meeting from Washington, D. C., declared the Federal Warehouse Act was inspired by the "buy a bale of cotton" appeal, made during the war. J. J. Lavin, manager of the grain department of the Sperry Flour Company, Portland, declared that "the Warehouse Act was the cheapest insurance they had ever paid for." He declared that some basis of uniform settlement was

members and their ladies. W. J. Macdonald, president of the Macdonald Grain Company, Seattle, was the toastmaster. Responses were given by Louis Bauman, Seattle; Senator Cornwall of Walla Walla; Ole Olson of Montana, and others.

The following officers were elected: Richard J. Stephens, re-elected president (this was his fifth consecutive election to the presidency and over his protest, voiced twice during the session); the vice-presidents elected were: E. B. Fisher of Seattle and J. J. Lavin of Portland. The directors elected were: (one year): W. A. Ryan, Spokane; A. J. Urquhart, Lind; A. W. Eaves, Lewiston, Idaho; and (two years): R. J. Stephens, Spokane; O. T. Cornwall, Walla Walla, L. C. Bonham, Tacoma; and J. J. Lavin, Portland; (three years): Philip Benedict, W. J. McDonald, D. N. Fisher and E. A. Sutton, Seattle.

The next place of meeting will be decided upon by the Executive Committee when appointed.

MISSOURI CONSIDERS FALL MEETING

At recent meetings in Higginsville and St. Joseph, Secretary D. L. Boyer of the Missouri Grain Dealers Association discussed with some of the members the advisability of holding a one or two day session of the Association in Sedalia, Mo., this fall in connection with the Corn Show, which is to be held there this year. The secretary has requested the members to write him their recommendations in connection with this proposal.

At the St. Joseph meeting, held on June 24, State Grain and Warehouse Commissioner Monier stated that it was his intention to endeavor to have eliminated the custom of having the surplus earnings of his department revert to the general revenue fund. His purpose is to hold these surplus earnings in his department so as to be able to keep an efficient force to properly handle the work at all times and to reduce the charges on weighing and inspection when the balances on hand justify it. Secretary Boyer considers that this is a very worthy cause and would appreciate members writing Mr. Monier, complimenting him on his purpose. The Association will, of course, co-operate with him in his efforts and will at the proper time call on members to lend their influence to this undertaking.

NORTHWESTERN DEALERS MEET

Helena, Mont., was, on June 7, the scene of convening the twelfth annual meeting of the Northwestern Grain Dealers Association. In the absence of the president, J. C. Templeton called the meeting to order at the Placer Hotel. The welcome was extended by Sam V. Stewart, former governor of Montana and president of the Helena Commercial Club.

Professor Clyde McKee, of the Agricultural Experiment Station, Bozeman, Mont., then addressed the meeting on the subject, "Importance of Proteins in the Marketing of Montana Wheat." He stated the protein test is one of the important tests. He called the attention to the fact that two-thirds of the baking is done by commercial bakers, causing an increasing demand for wheat high in protein. He stated that the accuracy of the protein test depends upon the sample—that this sample should be representative of the protein content of the bulk from which it is taken. He illustrated the work that the experiment stations are doing by means of charts and maps.

Professor McKee named the three factors affecting protein at outside sampling terminals and asked that some action be taken with reference to the abolishment of the sampling terminals. He spoke of the evolution of grain handling, and of the importance of the grain business in the Northwest. He stated that there could be no half way point, that the sampling terminals would either have to be abolished, or that they would continue the present system with an additional fee of \$6.30 to cover switching charges. He then invited the members to become members of the Northwest Shippers' Advisory Board and asked that they attend the annual meeting to be held in Helena on July 8.

Officers elected for the coming year were: President, L. L. Dean; vice-president, George Beckwith; treasurer, A. J. Maly; secretary, J. C. Templeton.

Directors for one year term—George H. Beckwith, H. C. Kemp, E. M. Spencer, O. Harlen, J. C. Templeton; directors for two-year term, George F. Labatt, A. J. Maly, W. T. Greely, A. A. Gad, P. F. Brown.

The resolutions, proposed by the committee for that purpose, relating to thanks to speakers and others participating were duly adopted.

CROP areas in Russia are reported reduced by winter damage, a short spring sowing season and a scarcity of farm implements. It is thought, however, that increased yields per acre may offset these losses somewhat.

the purpose of the convention and advocated a committee on forms to simplify the paper used.

In speaking on "The Ethics of the Grain Business from an Interior Grain Dealer's Viewpoint," A. Eugene Kelley, president of the Kelley Grain Company, Pullman, remarked that "as good fences made good neighbors, there were some trade rules over which they had no trouble. But the other rules were not abided by and dealers were not informed of changes in them," he declared. "The country should be informed, as the changes made a difference in their returns." He said the practice that made the shipper pay for the demurrage should be rectified. Overshipping was expensive, especially when winter came and prices dropped 20 cents before notification of the overshipment was received. The resolutions were as follows:

RESOLUTIONS

Opposing government by commissioners or bureaucratic office holders and deploring the action of certain departments of the Government in restricting the production of grain and other food products in order that a limited number of favored persons might be permitted under Government license or authority to produce crops and receive compensation therefor, which would have the effect of depressing other citizens not so favored of enjoying equal citizenship. All efforts of the Government toward price-fixing were condemned.

Favoring the passage of a bill before Congress which provides that the Secretary of Agriculture shall be lawful authority on license and shall supervise chemists to analyze the protein content of wheat; and authorizing a uniform certificate to be used in reporting such analyses, and to designate certain locations in the Pacific Northwest, preferably Spokane, Portland, Seattle and Tacoma, for the offices of the supervision chemists.

Urging that the Pacific Northwest Grain Dealers Association have an active Legislative Committee working with the Executive Committee.

Petitioning the Secretary of Agriculture to take steps to originate such legislation as will enable him to supervise the work of protein laboratories and to handle appeals from the results reported by such laboratories.

Recommending that the president appoint a committee with authority to prepare and submit a code of ethics governing the members of the Association and that the Executive Committee shall have power to put such working agreement in force and effect.

The Elizabethan Room of the Davenport Hotel was occupied to capacity at the annual banquet to

FIELD SEEDS

BETWEEN SEASONS IN NEW YORK
SEED TRADE

By C. K. TRAFTON

The New York seeds market during the past month displayed all the customary "between seasons" characteristics usually expected at this time. Early in the month the weather was generally unseasonable; too cool and wet; and this resulted in some prolongation of the season for lawn grass seeds. On the other hand, it served to delay the opening of the season for the regular summer varieties. On the whole, business was confined to small lots for "filling-in" purposes, buyers taking only a little now and then to fill unexpected late orders. Toward the end of the month efforts to do business were practically abandoned, many members of the trade attending the annual convention, leaving to their employes the customary stock-taking. In spite of the general quietude, however, the majority of the leading distributors continued to display a feeling of confidence and to maintain a firm attitude as to values. In practically all cases their carryover of all varieties was extremely light, and hence they saw no reason to shade prices in order to force seeds on reluctant buyers. As far as the summer varieties were concerned, they were confident that with the advent of real seasonable weather the normal demand would develop and as foreign markets remained firm there was no sign of easiness locally. Briefly, prices for practically all varieties are higher than they were a month ago.

Red Clover was inactive throughout the month and during the greater part of the time prices were nominally unchanged. Toward the end the tone became still firmer. This was especially true of foreign seed of which the supply was practically exhausted and as a consequence leading holders advanced the price to 28 cents duty-paid, or 3 cents higher than a month ago; while domestic seed was advanced 1½ cents, or to 36 cents.

Crimson Clover was also in slow demand, partly because of the backward weather. This, coupled with the high prices current, made retailers reluctant to stock up in advance of the actual demand from consumers. Early in July, holders were encouraged by a more general inquiry regarding prices, although little or no business had developed up to this writing. The firmness of holders was traceable partly to the decided small supply on spot and the firm views of French shippers, the latter asserting that the crop would be short owing to protracted unfavorable weather. In short, offers were generally small on a basis of 7¼ to 7½ cents c. i. f., compared with 7@7¼ cents previously. At the close local holders were generally quoting spot seed at 8½ cents duty-paid, or 1 cent higher than a month ago. Arrivals were about 1,000 bags, against 700 bags during May.

White Clover was extremely inactive throughout, but with stocks light and arrivals meager holders continued to quote the previous nominal price of 35 cents duty-paid. Arrivals were only 95 bags, against 225 for the previous month.

Alfalfa was also virtually neglected, but domestic seed on spot was still quoted nominally at 21 cents, while Argentine seed could not be quoted owing to exhaustion of supplies.

TEXAS FIELD SEEDS

"The admixture of Johnson Grass seed in Red oats," says W. W. Manning, well-known Texas grain man, "has become such a common matter that the sale of Red oats even for feed in many sections is prejudiced, this prejudice being especially marked in the Rio Grande Valley and in other sections comparatively free of Johnson Grass and highly cultivated. The furnishing of Red oats for seed free of this pest has become almost impossible except at prohibitive costs, and many concerns have found it necessary to turn to Red oats grown in northern Oklahoma or Kansas and Missouri for their supplies of Red seed oats to sell to Texas planters even in years in which there is a large production of Texas oats of excellent quality." Texas is the natural habitat and producing area for Red rust-proof oats, and outside of California, the only section in which a pure strain is produced in commercial quantities, but on account of the prevalence of Johnson Grass mixture in our oats we are seriously handicapped in selling them to the Southeast, and California especially, and to Oklahoma, Kansas and Missouri as well.

The Panhandle section has now become plentifully besprinkled with Johnson Grass, and the practice of harvesting practically all row crops with

machines has resulted in recent years in the grain sorghums and cane seed showing in many instances a liberal mixture of Johnson Grass seed. By careful and thorough cleaning, the Johnson Grass can be eliminated from seed of this character, but the process is expensive, and so many dealers are either careless or find it impossible to absorb this expense and meet the competition of those less conscientious, that quite a few of these seeds, especially Red Top cane, are going through to the planter showing a mixture of Johnson Grass seed. This is resulting in much prejudice against Texas-grown seed, which has become more marked in the past two years, and the season just passed shows a spread of 10 cents per hundredweight in favor of Kansas Red Top over Texas Red Top of equal appearance and cleanliness, and perhaps higher germination.

IMPORTS OF FORAGE SEEDS

The Seed Testing Laboratory of the Bureau of Plant Industry reports the following imports of forage plant seeds permitted entry into the United States under the Seed Importation Act.

Kind of seed	June 1-15, 1926	July 1, 1925 to June 15, 1926
Alfalfa	100	4,370,600
Canada bluegrass	2,800	283,700
Alsike clover	5,200	10,987,600
Crimson clover.....(1)	221,300	5,661,800
Red clover.....	71,600	19,716,200
White clover.....	58,600	1,660,900
Clover mixtures	100	121,800
Meadow fescue .....	.....	13,300
Argostis mixtures .....	.....	15,700
Broom-corn millet	4,600	456,400
Foxtail millet .....	.....	125,400
Orchard grass	46,800	217,100
Rape	61,100	6,405,300
Redtop .....	.....	3,200
English ryegrass .....	.....	2,275,900
Italian ryegrass	11,100	1,683,200
Timothy .....	.....	2,800
Hairy vetch	(2) 176,400	3,841,300
Spring vetch	(3) 228,000	1,600,800
Awnless brome grass .....	.....	11,000

The Seed Testing Laboratory of the Bureau of Plant Industry reports the following imports of forage plant seeds not subject to the Seed Importation Act:

Kind of seed	June 1-15, 1926	July 1, 1925 to June 15, 1926
Canary grass .....	.....	6,600
Lawngrass mixture .....	.....	17,100
Bentgrass	800	327,800
Biennial white-flowered sweet clover .....	.....	5,818,500
Biennial yellow-flowered clover	3,800	502,200
Molasses grass .....	.....	80,500
Crested dog's tail .....	.....	39,200
Chewings fescue	100,800	643,200
Other fescues .....	.....	1,042,500
Meadow foxtail .....	.....	300
Fescue grass .....	.....	3,100
Rhodes grass .....	.....	21,100
Rough-stalked meadow grass	2,200	72,900
Sainfoin .....	.....	900
Sweet vernal grass.....	.....	1,900
Hairgrass .....	.....	2,200
Tall oat grass .....	.....	400
Tall paspalum	1,000	1,000
Velvet grass .....	.....	8,200
Wood meadow grass.....	.....	39,700
Yarrow .....	.....	100
Carpetgrass	2,200	14,600
Serradella .....	.....	300

(1) 127,400 lbs. from France, 56,100 lbs. from Hungary, 37,800 lbs. from Germany. (2) 118,500 lbs. from Germany. 44,000 lbs. from Latvia. 8,800 lbs. from Sweden. 5,100 lbs. from Canada. (3) 66,000 lbs. from Holland, 55,100 lbs. from Germany. 55,000 lbs. from Latvia. 51,900 lbs. from Canada.

MILWAUKEE SEEDS

By C. O. SKINROOD

Wisconsin is in danger of having another fluke on seed corn. In some counties in the central part of the state, corn is still only a few inches high. The crop is extremely backward. The cool weather which has helped along the grains and grasses has proved of great damage to corn.

Unless there is plenty of rain and hot weather now for many weeks, the corn crop will be very light and there will be little opportunity of getting first class seed. However, the farmers had such a thorough scare last year, according to Milwaukee seedsmen, that most of them will use extraordinary care in selecting their seed corn this year.

Predictions are made in fact that Wisconsin will have an abundance of seed if only the weather supplies a good crop from which seed can be selected. Many farmers report that they want to get in on seed corn profits hereafter rather than to take a chance on a poor crop and pay toll to some one

else to get only inferior seed corn, often from other states and other climates.

In order to insure the application of more brains to corn raising, as well as more careful methods of cultivation, the Department of Agronomy of the Wisconsin College of Agriculture has again broadcast the desire of the college to get many farmers to go in on the annual corn production contest.

Any farmer in the state is entitled to join, according to the rules laid down. It is required that each farmer raise at least one acre of corn. This can be a separate plot, or it can be one acre which is part of a larger field.

The aim of the contest is to show that it is perfectly feasible for farmers to raise 100 bushels of corn to the acre if the right seed and right methods for cultivation are used.

The dead line for entries has been set as August 1 and special efforts are being made to get as many as possible to join.

The Wisconsin Experiment Station is again receiving applications from those who want their fields inspected so that they can have their seed crops accredited by the state.

Up to the present time 128 farmers with more than 2,400 acres of fields have asked for the inspection service. This is somewhat less than last year but the season has only started, and predictions are made that the final total will be larger than ever as the seed inspection service has grown consistently practically every year.

Milwaukee seedsmen report an excellent demand this year for all of the late grasses such as soy beans, Sudan Grass, millet and the other lines which can be sowed late in the season. With practically all crops later than usual, there was more tendency of farmers to plant late grass seeds on plats of land that had to be replanted, such as corn and other crops. This caused a strong demand for all the late grass seeds and the buying was extended into the summer even longer than usual.

SOUTHERN SEEDSMEN ELECT

A good attendance and a practical and interesting program marked the annual convention of the Southern Seedsmen's Association at Huntsville, Ala., on June 24-26. At the election which took place, the following were chosen to direct the activities of the organization during the ensuing year: President, H. M. Kilgore, Plant City, Fla.; vice-presidents, W. P. Hall, Louisville, and D. M. Fort, Nashville; secretary and treasurer, F. S. Love, Montgomery, Ala.; assistant secretary, A. W. Tibbits, Chicago.

TRACES FIRST ALFALFA SEED

Alfalfa was grown in Colorado as early as 1863. The introduction of the crop, which is now the foundation of the state's agricultural system on the irrigated lands, is due to Spanish influences. Research in connection with the history of agriculture establishes the truth of a statement made by historical writers in earlier years, but hitherto unconfirmed, that Major Jacob Downing brought the first seed of Alfalfa into the state from southern New Mexico in 1863, planted it that year in the yard of his law office at Twelfth and Holladay (now Market) Streets in Denver, and later grew the crop on his Green Mountain ranch near Golden, having from 500 to 700 acres of it.—*Colorado Extension Record*.

SEEDS STORAGE AT TOLEDO

By S. M. BENDER

Clover seed staged a good comeback after ruling lower during the latter part of the month. Strength was mostly shown in the October, new crop future, which reacted to the \$20 level without trouble. December also showed firmness with bids near the \$16 mark. Now that the season is over, trade is light, of course, but new crop reports are being closely scanned for any signs of damage or smaller yields than expected, which might quickly awaken interest in the Clover market again. Due to this rather restricted trade which comes at this time, October and December have fluctuated widely at times not permitting a close limit to trade on. Reports received here indicate conditions are spotted and where some sections have many fields and a good outlook others have few fields and poor prospects. Most of the hay has been cut now and plentiful rains will be needed to give the seed crop a good start. After that dry curing weather should appear to make a good seed crop. In parts of this state and Indiana fields are very weedy. Foreign advices indicate their prospects were favorable

(Continued on Page 51)



EASTERN

To deal in grain, flour, etc., Herlich Bros., Inc., of Somerville, Mass., have been incorporated.

Plans have been filed for the Maritime Milling Company of a new grain storage at Buffalo, N. Y., to cost \$40,000.

The name of the Continental Grain Company of Albany, N. Y., has been changed to the General Grain Company.

Smut cleaning machinery is to be installed in the Girard Point Elevator, Philadelphia, Pa., of the Pennsylvania Railroad, for the treatment of nearby wheat.

Capitalized at \$10,000, Edward Dilatusch & Co., were incorporated at Robbinsville, N. J., to deal in grain, hay, etc. Edward L. Dilatusch, Albert W. Robbins and Nellie W. Robbins are interested.

Capitalized at \$225,000, the Seneca Elevator Corporation has been incorporated at Buffalo, N. Y., to deal in grain and cereals and to operate the Export Elevator recently bought by Leo P., Eugene J. and Alexander C. Meyer. The company also organized the Buffalo Forwarding Company with a capital stock of \$12,000, to act as forwarding agent.

The Highspire Flour Mills, Inc., Highspire, Pa., are installing a Randolph Direct Heat Drier in their mill for the purpose of handling wheat, as the wheat in Pennsylvania contains Angoumois Moth and wild onion. The Randolph Drier not only destroys the odor of onion and moth, but puts the wheat in shape so that all onion can be removed.

OHIO AND MICHIGAN

The Brady Bros. will rebuild their plant at Payne, Ohio, which burned in May.

A new elevator is to be built at Tontogany, Ohio, by the Joyce & Coon Grain Company.

The capital stock of the Clare Hay, Grain & Bean Company at Clare, Mich., has been decreased from \$40,000 to \$25,000.

A combined corn cutter and feed mixer has been installed by the Coldwater Co-operative Company of Coldwater, Mich.

Conveyors and other equipment have been bought by the Farmers Co-operative Grain & Supply Company of Ada, Ohio.

A dump has been installed and other improvements made to the plant of the Shepard Grain Company at Thackery, Ohio.

The Northside Elevator of the Greenville Farmers Exchange Company of Greenville, Ohio, has been equipped with a sheller.

F. V. Perry has bought the plant of the Troyer Bros., Board (Poland p. o.), Ohio, and will handle grain, flour, feed, coal and building supplies.

A grain elevator of 100,000 bushels' capacity is to be erected by Henry Nagel & Son, flour millers of Cincinnati, Ohio. It will adjoin the company's flour mill.

A new office and seed room have been built by the Boughtonville Farmers Exchange Company of Boughtonville, Ohio, and wagon scale for weighing livestock and coal installed.

Articles of incorporation have been filed at Ashley, Ohio, by the Ashley Elevator Company, which is capitalized at \$15,000. The incorporators are: F. T. Glenn, Thomas Ryan, T. I. Potter and C. W. Potter.

The conveying equipment facilities of the Cleveland Grain & Milling Company at Mansfield, Ohio, are being remodeled. The Union Iron Works has the contract, including new conveyors, belts and elevator stands.

Union Iron Works equipment has been installed in the 15,000-bushel elevator of the Harmon Hay & Grain Company of Goodwin (Oakwood p. o.), Ohio. It will be completed in time for this harvest and replaces the one which burned in February.

A new grain elevator is being built on the site of the Boyer Elevator at Marion, Ohio, which burned. It will be erected by the Sneath-Cunningham Elevator Company, and will be known as the Boulevard Coal & Feed Company. Its capacity will be 12,000 bushels.

The elevator at Bennington, Mich., owned by the Farmers Elevator Company of Laingsburg, has been bought by R. E. Hagan, manager of the Farmers Co-operative Elevator at Owosso for four

years. He will operate it as the Hagan Grain Company. The property is being repaired and modernized and will be ready for business early in July. Mr. Hagan will buy and handle beans and all kinds of grain and will carry a full line of feeds and coal.

The Kellogg Company has started work on the additional grain storage tanks which will more than double its present storage space at Battle Creek, Mich. The additions under contemplation will bring the capacity to more than 1,000,000 bushels. The construction work is under the direction of John S. Metcalf Company of Chicago.

IOWA

A farmers' elevator is to be built at Missouri Valley, Iowa, this summer.

Roy E. Horton is the new manager of the elevator at Pocahontas, Iowa.

Mr. Brakke succeeds Mr. Martini as manager of the Farmers Elevator at Cylinder, Iowa.

Capitalized at \$50,000, the Farmers Elevator Company has been incorporated at Boxholm, Iowa.

The grain elevator at Waterloo, Iowa, has been bought from William F. Tosleb by R. A. Bloker.

Walter Ritchison has succeeded Jim Middleton in the Nye Schneider Jenks Elevator at Modale, Iowa.

J. N. Loeltz is manager of the elevator at Rockwell City, Iowa. He was formerly at Carroll, Iowa.

A Strong-Scott Dump and an attrition mill have been installed by the J. P. Schissel & Son of Lakota, Iowa.

The Farmers Elevator Company of Forest City, Iowa, has equipped its property with a 10-ton truck scale.

Saylor & Wichelman, Inc., have incorporated at Davenport, Iowa, and will conduct a grain business there.

The Farmers Elevator Company of Plymouth, Iowa, has been reorganized under a co-operative policy.

Alfred Larson succeeds Conrad Nelson as manager of the Farmers Elevator Company at Lake Mills, Iowa.

A new corn crib is to be built at Bradford, Iowa, for the Farmers Co-operative Elevator Company in addition to a new office.

The Cedar Rapids Food Products Company of Cedar Rapids, Iowa, has been granted a permit to erect a \$12,000 grain elevator.

C. M. Nelson is manager of the grain elevator at Kanawha, Iowa. The elevator was bought recently by the North Iowa Grain Company.

The S. W. Savage Lumber Company of Ryan, Iowa, has been bought by the St. Anthony & Dakota Elevator Company of Minneapolis.

Auchstetter & O'Connell of Ida Grove, Iowa, have dissolved. The entire business is to be conducted by T. F. O'Connell who will operate the elevator.

The articles of incorporation of the Richards Elevator Company at Richards, Iowa, have been renewed. The capital stock of the firm is \$15,000.

The Farmers Elevator at Alta, Iowa, is undergoing repairs. A new elevator is being installed, several bins changed and a new grain spout installed.

The Farmers Elevator at Lidderdale, Iowa, is to be managed by Clyde Nicholson. George Sill succeeds him at Carroll, Iowa, where he was formerly located.

A. E. Froning, operating at Dike, Iowa, as the Dike Grain Company, is building an electric power line to furnish power for the new feed grinder to be installed.

The articles of incorporation of the Farmers Co-operative Elevator Company of Woolstock, Iowa, have been renewed. The capital stock of the firm is \$25,000.

An addition is to be built to the coal sheds of the Farmers Elevator Company of Owasa, Iowa, managed by R. H. Jones. The company will also erect additional storage rooms for millfeeds. An auto truck dump is to be installed as well as new head and foot on the elevator leg.

A new 1,000-bushel drier has been installed in the Trans-Mississippi Elevator, Council Bluffs, Iowa, which is owned by the Chicago, Rock Island

& Pacific Railroad. The new drier was designed and built by the Folwell-Ahlskog Company, and the consulting engineer was L. A. Stinson Company.

A new cup belt and new 10-ton truck scale arm are being installed by the Independent Elevator Company of Lanesboro, Iowa, and the office is to be remodeled.

C. P. Christiansen has bought the interests of the Farmers Elevator Company at Clarksville, Iowa. He has been manager at Clarksville for about 10 years.

Arthur Allen is manager of the Farmers Grain Company at Webster City, Iowa. He succeeds Robert W. Hall who is in charge of the Mason City office of the North Iowa Grain Company.

The Moeller & Walter Company is building a 15,000-bushel cribbed ironclad elevator at Reinbeck, Iowa. It is equipped with a 7½-horsepower motor, truck dump, and a Fairbanks Hopper Scale.

An oat huller and corn cracker are to be installed by the Farmers Co-operative Association at Humboldt, Iowa. A storage house for flour is to be erected soon. George E. Beals is manager.

The Charles Barton Grain Elevator at Manning, Iowa, has been offered for sale. It was built in 1926 with capacity of 35,000 bushels of grain. Warehouses and local sheds are included in the sale.

A grain elevator at Adel, Iowa, has been bought by Harold S. Evans. He took possession on July 1. Mr. Evans had been manager of the Farmers Elevator Company at Grinnell, Iowa, for a number of years.

INDIANA

A new elevator is being built at La Fontaine, Ind., for Martin & Son.

L. A. Powell is manager of the Farmers Elevator Company at Lowell, Ind.

L. T. Butt & Co., of Center Point, Ind., has installed a corn cracker and grader.

L. E. Schlotterback is manager of the Farmers Co-operative Elevator Company of Ligonier, Ind.

The Igleheart Elevator at Cynthiana, Ind., has been improved with a new office. J. O. Smith is manager.

Oscar A. Cook, feed and grain dealer of Boonville, Ind., has made a number of improvements to its plant there.

The elevator at Williamsport, Ind., owned by Milton Keister has been leased by the E. S. Davis Grain Company.

The 10,000-bushel elevator at Castleton, Ind., has been bought by the Kinney Grain Company of Indianapolis, Ind.

Etna La Forge has bought the Amo Mill & Elevator Company at Amo, Ind. The new owner will operate under the old firm name.

Articles of incorporation have been filed at Attica, Ind., by the Aylesworth Elevator Company. The company is capitalized at \$30,000.

C. F. Burkhart has given up his position as manager of the Farmers Co-operative Elevator Company at Brazil, Ind. He is now living at Paragon, Ind.

The Farmers Co-operative Elevator Company's property at Peru, Ind., including the old Canal Elevator, was to have been sold under receivership on June 30. Scott Hurst was receiver.

To deal in grain, flour and feed, P. M. Walker & Co., Loogootee, Ind., were incorporated, capitalized at \$50,000. Peter J., Leo C., and Vernon C. Walker have been named as the incorporators.

Possession is to be given July 13 to the Goodland Grain Company, recently organized at Goodland, Ind., by the Wallace Bros. and Fred Burger, who bought the Farmers Co-operative Elevator.

Mr. Luzadder's interest in the elevator of the Redkey Grain Company at Portland, Ind., has been bought by Lewis McVey, who has been interested with Mr. Luzadder in the McVey & Luzadder.

The Early & Daniel 1,000,000-bushel elevator at Indianapolis, Ind., is being equipped with a Randolph Direct Heat 1,000-bushel grain drier, which will be placed in a 23-foot diameter tank next to the workhouse. The complete drier, cooler and furnace are housed in the one tank, having a bin above their drier for receiving the damp grain for drying and cooling, and a bin for receiving the

grain below the cooler as temporary storage, and below this bin is located the furnace room—a complete unit in one tank.

The real estate, business and good will of the Melching Grain Company of Ossian, Ind., have been bought by Stiefel & Levy, for 16 years in business there. They will combine the two businesses.

J. H. Alvey of Terre Haute and Grover Gough of Indianapolis, Ind., have bought the property at Marion, Ind., known as the Grant Flour & Feed Company, formerly the Farmers Grain & Feed Company.

The Reliance Construction Company of Indianapolis is rebuilding the Wolff & Schaffer Elevator at Lakeville, Ind., which burned. Its capacity is to be 10,000 bushels and it will be ready for operation by August 15.

Garrett & Antle of Owensville have bought the elevator at Hazleton, Ind., from Paul Kuhn & Co. Included in the deal was the Patoka elevator of the same company. Joseph Davidson will continue in charge at Hazleton for the new owners.

Roy Clodfelder has sold his grain business at Sandborn, Ind., to Campbell & Co. He has leased the concrete elevator at Westphalia to the White River Grain Company; that known as the Pioneer Elevator at Oaktown, to the Prather Grain Company of Palestine, Ill., and the Carlisle business to Frank Warner of Carlisle.

SOUTHERN AND SOUTHWESTERN

The grain elevator located at Texas City, Texas, is being repaired.

The Farmers Trading Association will rebuild its elevator at Morrison, Okla.

The Farmers Elevator at Cordell, Okla., is being equipped with new 10-ton truck scales.

The Griffin Grain Company has moved its place of business to Plano, Texas, from McKinney.

A grain, feed and flour business has opened at Winchester, Ky., by Richard Ratliff and Webb Bratton.

F. N. Hagemeyer has leased and is operating the elevator of the Farmers Elevator Company at Roosevelt, Okla.

Z. Deweese of Oklahoma is the new manager of the Street Grain Company of Woodward, Okla., at its Farnsworth, Texas, elevator.

The property of the Western Grain Company of Austin, Texas, has been sold to the Arkoma Milling & Storage Company for \$25,000.

D. R. Ward is manager of the elevator built at Floris, Okla., by R. B. Harrington. The elevator has a capacity of 11,000 bushels.

A new office building is being erected at Enid, Okla., for the Farmers Elevator Company. Robert M. Wharry is manager of the company.

The elevator of the Canadian Mill & Elevator Company at Sentinel, Okla., has been bought by Tatum & Corbin, grain and cotton buyers.

O. S. Haisell and Frank Rogers have incorporated at Amherst, Texas, as the Amherst Elevator Company with capital stock amounting to \$50,000.

Probably a new grain elevator will be built at Summerfield, Texas, by the Great West Mill & Elevator Company. D. E. Fridley is local manager.

The Farmers Grain Company, of which B. E. Arney is manager, plans on installing a new sheller at Fayetteville, Tenn., before the fall season opens.

The Sanders-Barnard Mill Company of Dawson, Okla., is building an addition to its feed mill and elevator, including a hammer mill with batch mixer.

The elevator machinery of the Guymon Equity Company at Guymon, Okla., has been overhauled and new elevating machinery and a new dump installed.

The Dow Grain Company of Piedmont, Okla., has bought the elevator at Okarche, Okla., from Harry Hunter, known as the El Reno Mill & Elevator Company.

J. M. Greer, W. R. Armitage and F. L. Gerlach have incorporated at Goodrich, Texas, as the Farmers & Merchants Grain Company, capitalized at \$11,000.

A. E. Johnson, A. H. Johnson and W. P. Thomas have incorporated at Vernon, Texas, as the Vernon Grain & Fuel Company. The firm is capitalized at \$30,000.

The elevator at Supply, Okla., owned by E. E. Halley of Mooreland, has been leased by L. O. and H. L. Street of Woodward. The elevator is being overhauled.

Articles of incorporation have been filed at Vernon, Texas, by the Kell Mill & Elevator Company, capitalized at \$500,000. Frank Kell, Joe A. Kell are the incorporators.

The new warehouse of the Miller-Lenfesty Supply Company at Miami, Fla., has been completed. The Miller-Lenfesty concern is the successor to the Miller-Jackson Grain Company which was organized

at Tampa 12 years ago, to engage in the grain business. Today, the company handles a full line of dairy machinery, etc.

H. L. Kearns, R. L. Yaeger and Mrs. H. L. Kearns have incorporated at Amarillo, Texas, as the Kearns Elevator Company, Inc. The company is capitalized at \$10,000.

The T. L. Hughston Grain Company has been incorporated at Dallas, Texas, by T. L. Hughston, J. R. Illee and M. L. Hughston. The capital stock of the firm is \$21,000.

The elevator of the Arkadelphia Milling Company of Arkadelphia, Ark., which burned last winter, is being rebuilt. The new elevator will be of steel frame and metal outer wall.

The Farmers Grain & Supply Company of Fargo, Okla., which recently increased its capital stock from \$10,000 to \$40,000, has added lumber and builders' material to its line of business.

The Tyler Simpson Company has bought the elevator at Pauls Valley, Okla., formerly owned by the Farmers Elevator Company, then by the First National Bank. The owners will not operate the house this season.

Gas, kerosene, lubricating oil and greases, besides a regular line of coal, farm machinery, salt, etc., potatoes by the carlot and twine, have been added by the Farmers Elevator & Mill Company of Alva, Okla.

The Hemphill Grain & Grocery Company of Hemphill, Texas, has changed its name to the Livingston Grain & Grocery Company, and its place of business to Livingston. The company does an extensive grain and feed business.

Organization took place recently of the San Antonio Grain Dealers Association at San Antonio, Texas. Samuel Harrison is president; William Newhaus, vice-president; E. O. Staffel, secretary-treasurer; directors, E. H. Zuercher and Max Grim.

Business operations have been started by the Miller Warehouse & Milling Company at Jennings, La., manufacturing feeds and conducting a wholesale grain business, capitalized at \$25,000. Charles A. Clark and Israel Hebert are at the head of the concern.

John B. Honaker of Farmersville, Texas, who has been manager of the Farmersville Mill & Light Company for years, is operating the elevator on his own account now as the Honaker Grain Company. The Farmersville Mill & Light Company has gone out of business.

A. V. Nelson & Co., of Claude, Texas, have consolidated with H. M. Davis & Son of that city and have bought the O. F. Smalley Elevator. They will operate under the firm name of the Nelson-Davis Grain Company, taking over the membership of H. M. Davis & Son.

The Jones-Hettelsater Construction Company of Kansas City has the contract from the Kimbell Milling Company for an addition of 350,000 bushels grain. It will comprise 16 tanks and interstice bins all reinforced concrete. The Kimbell Mill now has a capacity of 1,000,000 bushels at Fort Worth, Texas.

ILLINOIS

A. J. Ward has sold his elevator at Wilmington, Ill., to William Godel.

The grain elevator at Wenona, Ill., of L. Reckner has been bought by W. H. Tallyn.

Repairs are to be made to the elevator of Charles F. Wyman at Potomac, Ill., this fall.

Lloyd Johnson is assistant manager of the Farmers Elevator Company at Seneca, Ill.

Russell Rogers has bought a grain elevator at Oakwood, Ill., which he will operate.

W. E. Johnson is now manager of the Nilwood Co-operative Grain Company of Nilwood, Ill.

The elevator of the Decatur Terminal Elevator Company of Decatur, Ill., is being remodeled.

A truck scale has been installed at Moweaqua, Ill., for the Farmers Co-operative Grain Company.

A 15-horsepower kerosene engine has been installed in the elevator of R. M. Kelly at Parnell, Ill.

W. H. Davidson is manager for the Mt. Auburn & Osbornville Grain Company, Mt. Auburn, Ill. He was formerly located at Decatur.

One of the elevators of the Blake Milling Company at Edwardsville, Ill., whose property was destroyed by fire, is being rebuilt.

The elevator at Pike Station (Pittsfield p. o.), Ill., has been bought from the King Milling Company by W. S. Wilson of Louisiana, Mo.

A new grain loader is being installed in the Lake City, Ill., plant of W. L. Bailey and Paul Smith. They also installed one at Ullrich some time ago.

A new office has been erected at Hammond, Ill., for the Horton Grain & Coal Company. This company just recently bought a grain elevator at Sloan.

Work has been finished on the 40,000-bushel elevator which Albert McComas is building at Loxa

(Mattoon p. o.), Ill., replacing the one which burned. Three electric motors will operate the machinery. The approximate cost of the house was \$20,000.

A new five-horsepower electric motor has been installed by the Cornell Co-operative Company of Cornell, Ill. Frank Leonard is manager of the property.

Coolley & Price of Brocton, Ill., has made plans for rebuilding the grain elevator at McCown Station (near Newman), Ill., replacing the one which burned.

An up-to-date coal pocket is to be operated at Oswego, Ill., by the Oswego Farmers Elevator Company at a cost of \$10,000. Charles Hunter is manager.

The grain elevator at Huey, Ill., which D. W. Spindler bought not long ago has been improved by him. The elevator has been raised and a new foundation put in.

New coal sheds have been built to the Hadley, Ill., plant of the Farmers Co-operative Company, and the coal sheds at Earlville have been painted. A. E. Bader is manager.

A 10-horsepower electric motor has been installed in the elevator of the Lindenwood Co-operative Exchange of Lindenwood, Ill. The company built a new motor room and put on a composition roof on its lumber shed. H. L. Mathre is manager.

The contract has been let by the A. E. Staley Manufacturing Company of Decatur, Ill., for a 2,500,000-bushel reinforced concrete elevator to the Folwell-Ahlskog Company of Chicago. The working house will have eight pits in the track end and eight pneumatic air ram car door openers and eight sets of traveling power shovels; 10 large capacity legs; 4,000-bushel per hour drier and bleacher. There will be 40 large cylindrical tanks arranged in five rows, and 28 interstice bins with four large receiving belts above and three shipping belts below.

WESTERN

L. L. Rogers is making some improvements to his elevator at Adams, Ore.

Frank Curl & Son are contemplating the erection of a new elevator at Adams, Ore.

A heavy power dump is being installed in the Lingle (Wyo.) Elevator of which Mr. Person is manager.

The Elmer McCormach Elevator at Havanna (p. o. Adams), Ore., is being enlarged to handle bulk wheat.

The warehouse of the Pacific Coast Elevator Company at Ft. Lapwai (p. o. Lapwai), Idaho, is being repaired.

The elevator at Montague is being moved to Highwood, Mont. It was operated for past two years by Oliver & Salyards.

N. R. Underwood is succeeded as manager of the Equity Elevator at Hinsdale, Mont., by Albert Nelson of Genevieve.

C. W. Booth of Nezperce, Idaho, is statutory agent of the Tri-State Grain Company, a Washington corporation, in Idaho.

The Monte Cristo Feed Company has bought the grain business of the Cardle Bros., A. L. and John Cardle, at Yakima, Wash.

A wholesale warehouse has been opened at Albuquerque, N. M., by Bob Fletcher for the Great West Mill & Elevator Company.

The warehouse of the North Western Dock & Elevator Company, Snake River, Wash., is being enlarged with a 50x100 foot addition.

A two-leg house of 35,000 bushels' capacity is being erected in time for this year's harvest at Opheim, Mont., for the Farmers Elevator Company.

The Farmers Elevator at Pendroy, Mont., and the Valier Elevator Company at Valier, Mont., have been absorbed by the International Elevator Company.

W. O. Brown has resigned his position as manager of the Farmers Elevator at Eden, Idaho. He will make his home with his two sons in Los Angeles.

Bulk equipment is being installed in the plant of S. R. Thompson at Blakeley (p. o. Adams), Ore., which he bought from the Pacific Coast Elevator Company.

A partnership has been formed at Spokane, Wash., by L. A. Rumburg and E. M. Cardwell to conduct a general grain business as Rumburg & Cardwell.

The I. C. Sanford Grain Company of Portland, Ore., and B. F. Owsley have bought the Adkins Grain Warehouse at Walla Walla, Wash., from John A. Cameron.

The elevator of the Kellogg Grain Company of Denver, Colo., at Amherst, Colo., has been sold to Paul Reimer of the Reimer-Smith-Fulton Grain Company at Venango, Neb., for \$13,750. Desco

Blunt, who has been with the Reimer-Smith Company in Holyoke, will be manager of the elevator beginning July 1, when the new company takes possession.

A large stone building at Petaluma, Calif., is to be converted into a grain elevator for receiving bulk grain and corn by carload lots, by the G. P. McNear Company.

J. J. Montgomery is the new manager of the Tekoa Grain Company of Tekoa, Wash. He sold his interests in the Columbia River Milling Company of Wilbur, Wash.

J. M. Medved, Alice G. Feulner and J. A. Feulner, Jr., have incorporated at Nezperce, Idaho, as the Nezperce Grain & Milling Company. The firm is capitalized at \$20,000.

The Peninsula Grain Company has been incorporated at Port Orchard, Wash., capitalized at \$5,000. The incorporators are C. G. Vaughan, V. A. Jungbluth and E. E. Jungbluth.

The seed business of D. H. Watenpaugh at Sheridan, Wyo., is being combined with the grain, feed and flour business of J. W. Liles & Co., at that place which he bought recently.

The grain department of the Fort Morgan Bean Company at Fort Morgan, Colo., has been taken over by Ernest Lieber, who will operate under the name of the Lieber Grain Company.

B. A. Jones and Denny Howard of Craigmont, Idaho, have been granted permission to build a new grain warehouse at Ferdinand, Idaho, which will be completed in time to handle the new crop.

Plans are being made by the Port Commission of Seattle, Wash., to erect additional storage facilities at its property in Seattle. The Commission has appropriated \$100,000 for the purpose.

The Shanford Street Public Grain Elevator at Seattle, Wash., is to be improved so that the receiving and shipping capacity will be doubled. Alterations will cost between \$75,000 and \$100,000.

The contract has been let by the Farmers Elevator Company at Glentana, Mont., for a new elevator of 30,000 bushels' capacity. A Carter Disc Cleaner, 10-ton Fairbanks Scale with Strong-Scott Pneumatic Dump, and an automatic weighing scale will be installed.

The International Elevator Company has bought the Valier, Mont., elevator managed by T. J. Thompson. The International Elevator Company has operated a mill for a number of years under H. W. Pond. The old house occupied by the International company will be sold while the Valier elevator will be remodeled and equipped with a Strong-Scott Truck Lift.

MISSOURI, KANSAS AND NEBRASKA

O. C. Finch's elevator at Stockton, Kan., has been finished.

The elevator of James O. Dougan at Paxico, Kan., has been sold by him.

The Farmers Elevator at Wayne, Neb., has been bought by L. L. Way.

A. E. Miller is manager of the Farmers Elevator Company at Gerlane, Kan.

A warehouse has been built at St. Libory, Neb., for the Union Grain Company.

Felix Ernest of Whiting, Kan., is building a new elevator at Straight Creek, Kan.

A new truck dump is being installed in the elevator of Mr. Dalton of St. George, Kan.

The Meade Elevators at Sanford and Burdett, Kan., have been bought by C. N. Bunds.

The Nye & Jenks Elevator at Creston, Neb., is under the management of W. J. Langan.

The contract has been let by Joseph Bulmer & Son for a new elevator at Michigan Valley, Kan.

A new brown tile office building has been built by the elevator company operating at Bunceton, Mo.

An addition is to be built to the property of the Reimer-Smith-Fulton Grain Company at Venango, Neb.

The Farmers Elevator was recently incorporated at Eustis, Neb. August Gengenbach, Fred Kuebler, C. H. Timm and others are interested in the company.

The elevator of the Consolidated Flour Mills, Castleton, Kan., has been bought by John McCaffery.

A 25,000-bushel elevator is to be built at Ruleton, Kan., for the Morrison Grain Company of Kansas City, Mo.

An electric motor has been installed in the elevator of the Smithfield Equity Exchange at Smithfield, Neb.

Repairs and improvements have been made to the Farmers Elevator Company's property at Kanorado, Kan.

The Farmers Grain Company has been incorporated at Pleasanton, Neb., capitalized at \$10,000. The incorporators are E. G. Reynolds, G. W.

Downey, A. H. Grammer, Rudolph Zweiner and W. T. Holthusen.

An automatic truck and wagon dump is being installed in the elevator of the Farmers Elevator at Hudson, Kan.

The Teichgraeber Milling Company of Emporia, Kan., is building two additional bins with capacity of 3,000 bushels.

Joe Bartos has bought out Jerry Petska, owner of the store of the Farmers Grain & Supply Company at Ord, Neb.

Electric motors replace the engines of the power house of the Farmers Co-operative Elevator Company of Elsberry, Mo.

The interest of Justus Killian in the Farmers Elevator at Russell, Kan., has been bought by Henry Fose. Business started July 1.

The elevator of the Farmers Union at Gladstone, Neb., has been sold. The new owners are G. E. Johnson, and P. H. and Henry Junker.

A new Reo two-ton six cylinder truck, fully equipped for stock and grain transporting, has been bought by Ina Criger of Auburn, Neb.

J. R. Baker has bought the elevators at Ray, Radium and Stafford, Kan. He was formerly president of the old Rock Milling & Elevator Company.

The Dougan Elevator at Rossville, Kan., which the Berry Grain Company bought from Fred L. Slipsager, is to be improved and enlarged in capacity.

The elevator of the Farmers Elevator at Savonburg, Kan., is being covered with galvanized iron. They are also remodeling a portion of the inside elevator.

The warehouse at Clifton Hill, Mo., occupied by W. Y. Terry has been bought by C. Hamrick of Stover, Mo., who contemplates opening a feed store there.

The Farmers Grain & Milling Company of Potter, Neb., has changed its name to the Witt Milling & Grain Company. John Witt is president; F. M. Witt, secretary.

Two coal bins with concrete floors have been added to the plant of the Miller Grain Company of Kinsley, Kan. Improvements are also being made to the elevator.

O. E. Erickson and C. E. Lindstrom are erecting an elevator at Sacramento, Neb. They have dismantled the elevator at Smithfield and are rebuilding it at Sacramento.

L. E. Sanders has gone from Holstein, Neb., where he was manager of the Nebraska-Iowa Grain Elevator, to Minden, Neb., where he will have charge of an elevator.

John Starnes is to be connected with the Kellogg Huff Grain Company of St. Joseph, Mo., at McCook, Neb. He was for years with the Farmers Co-operative Elevator at Wray, Colo.

A new building in which a feed mill, corn sheller, elevator, grain storage bins and cement storage is to be installed is being erected at Mountain Grove, Mo., for the Farmers Exchange.

T. O. Haiston and associates have sold the Broadwater Grain Company's elevator at Broadwater, Neb., to A. D. Person and B. L. Vandruff. They will operate as the Broadwater Elevator.

Elmer Servine has given up his position as manager of the Farmers Union Elevator Company at Wausa, Neb., effective July 1. He is now with the Kitzelman commission firm of Sioux City.

A grain elevator and warehouse are to be built at Paola, Kan., for the Fessenden Grain Company, replacing the one which burned. It is equipped with feed mixer, cleaners, grinder and sheller.

The name of the Griswold-Shaft Hay & Grain Company of Wichita, Kan., has been changed to the Shaft Hay & Grain Company. Claude C. Shaft recently bought Mr. Griswold's interest in the firm.

Jesse Culp, a grain and feed dealer of Kansas City, Mo., has bought the mill of the Rodney Milling Company at Warrensburg, Mo., and will remodel it reducing its capacity from 700 to 450 barrels.

Improvements have been made to the elevator of the Hubbell Farmers Elevator Company, Hubbell, Neb., and a feed grinder installed. It now operates both elevators at Hubbell with handling capacity of 25,000 bushels.

An additional 300,000 bushels grain storage is to be added to the present capacity of the Wichita Flour Mills Company, Wichita, Kan. When the addition is finished, the company will have 1,000,000 bushels' storage capacity.

The former Egger Elevator at Lamar, Mo., has been bought from H. W. Timmonds, trustee, by the McDaniel Milling Company of Carthage, Mo. The elevator is of fireproof tile construction with capacity of 75,000 bushels. It will be remodeled and modernized.

A company is under organization at Lincoln, Neb., which will buy 14 grain elevators in various Nebraska towns. The corporation will be known

as the Crittenden Grain Company. The elevators, which will be bought from the Nye-Schneider Grain Company, are located at Beaver City, Holdredge, Broken Bow, Odell, Anselma, Strang, Tamora, Ong, Diller, Merna, Ohioa, Rula, and Trumbull, Neb., and Oketa, Kan.

An elevator at Sylvia, Kan., formerly operated by the Sylvia Milling Company, and one at Darlow, formerly operated by the Gano Grain Company, have been bought by the Consolidated Flour Mills Company of Hutchinson, Kan. This company now operates quite an extensive line of elevators.

Additional concrete storage for 350,000 bushels is to be erected at Kansas City, Mo., plant of the Larabee Flour Mills Corporation. The proposed work will also include three new elevator legs, two new receiving pits and new scale hopper. The milling company's manager at Kansas City is Mr. Randall. James Stewart & Co., Inc., of Chicago, will be the engineers and contractors who will erect the new storage unit.

An addition of 750,000 bushels is to be built to the elevator of the J. C. Lysle Milling Company in North Kansas City. The property will be conducted as the Monarch Milling Company. The addition will increase the company's storage capacity there to 1,100,000 bushels. James Stewart & Co., Inc., Chicago, have the contract.

The Chicago & Alton Elevator at Kansas City, Mo., of 1,000,000 bushels' capacity, has been completed. It will be leased to the Southwest Co-operative Wheat Growers Association, sales agent for the Kansas Co-operative Wheat Marketing Association and the Wheat Growers Associations of Oklahoma, Colorado and Nebraska. The lease is on the basis of a 6 per cent return to the railroad on its investment plus one-half of the taxes and insurance.

THE DAKOTAS

Ellis Thorwaldson has bought the elevator of the Farmers Grain Company at Mountain, N. D.

The elevator of M. Prezler & Co. at Hillsvie, S. D., has been bought by Walter Isaak of Eureka.

Clare Stocking is succeeded as manager of the Equity Elevator at Hettinger, N. D., by H. L. Otis.

The Garske Elevator Company has its new elevator at Garske, N. D., practically ready for operation.

A 40,000-bushel elevator is to be completed soon at Norma, N. D., for the Farmers Elevator Company.

Milton Culbertson is succeeded as manager of the Farmers Elevator at Linton, N. D., by John Gress.

The old elevator at Barlow, N. D., has been torn down and in its place will be built a 42,000-bushel elevator.

The elevator of the Fleischman Malting Company at Volin, S. D., has been closed for an indefinite period.

A Strong-Scott Dump has been installed in the elevator of the Equity Elevator Company at Tappan, N. D.

Operations are soon to be started in the 60,000-bushel elevator of the Nelson Grain Company of Stanley, N. D.

The W. E. Tibbetts Elevator at Merricourt, N. D., has been bought by A. Thompson, and opened for business July 1.

A Strong-Scott Dump has been installed by the Midland Elevator Company of Johnson Spur (Spiritwood p. o.), N. D.

A new double distributing spout has been installed at Castlewood, S. D., for the Farmers Grain & Produce Company.

A. H. Johnson is manager of the International Elevator at Rolla, N. D. It is putting in a new Strong-Scott Air Dump.

The elevator of the Bordulac Farmers Elevator Company of Bordulac, N. D., has been equipped with a Strong-Scott Dump.

The Farmers Co-operative Company of Cuba, N. D., has bought the elevator there formerly owned by the Atlantic Elevator Company.

The Clark & Richardson Elevator at Britton, S. D., has been bought by Reuben Olson. Mr. Olson owns elevators at Langford and Spain.

The old elevator of the Farmers Elevator at Osceola, S. D., is to be torn down and replaced with a modern frame, ironclad elevator.

Extensive repairs are being made to the property of the Denhoff Elevator Company of Denhoff, N. D. A Strong-Scott Pneumatic Dump will be installed.

The Havelock-Farmers Grain Company, a co-operative organization at Fargo, N. D., was incorporated by F. L. Wagendorf, John Stang and others.

A new foundation is being put under the warehouse of the Farmers Grain Company at Centerville, S. D., formerly the Farmers Elevator Company.

A new foundation is being put under the elevator of the Farmers Co-operative Association of Good-

rich, N. D. A new steel boot tank is being installed, and the cupola respouted with a new improved double distributor, new elevator leg, Strong-Scott Dump and manlift.

The Farmers Co-operative Elevator Company, Inc., has been incorporated at Streeter, N. D., capitalized at \$25,000. J. W. Swigert, Fred Kirschenmann and William Krekow are interested.

The contract has been let by the Farmers Elevator & Trading Company of Underwood, N. D., for a 25,000-bushel elevator annex. The building is to be ready in time to handle the new crop.

The elevator of the Barney Grain Company of Mooreton, N. D., has been bought by Leo Hammel. He has been manager of the Lynchburg Farmers Elevator Company at Lynchburg Station, N. D.

The Farmers Union of Washabaugh County is to boost the farmers' elevator at Kadoka, S. D. An extension to the elevator will be built and additional equipment added to handle the grain trade.

A large annex is being built to the elevator of Potter, Garrick & Potter at Roscoe, S. D. This company has also bought the elevator of the Farmers Elevator Company at Dahlberg (Veblen p. o.), S. D.

The Nekoma Farmers Elevator Company has been incorporated at Nekoma, N. D., capitalized at \$25,000. The new company will take over the elevator owned and operated by the Woodworth Elevator Company.

Improvements are being made to the elevator of the Clyde Elevator Company of Clyde, N. D., including the installation of new steel boot tanks, also dump in the old scales. Other improvements are also being made.

The Farmers Elevator Company of Kindred, N. D., is making general repairs to its elevator, including new steel roof, raising cupola, installing truck dump and moving automatic scale and fitting same with automatic signal.

The elevator at Selby, S. D., for many years owned by Bauer & Stoller and later sold to John Bauer & Sons and now owned by the Java Grain Company is being moved next to the Java Elevator property. They will both be modernized.

The interest of B. J. Jacobs in the Creaser & Jacobs Company, who operate an elevator at Watertown, S. D., has been sold by him to F. P. Creaser and his two sons. The new name of the grain, fuel and elevator firm will be F. P. Creaser & Sons. This company has elevators at Springfield, Clemens, Evans and Morgan, Minn., and Watertown, Rauville, Kranzburg and Appleby, S. D.

MINNESOTA AND WISCONSIN

The Monarch Elevator at Chokio, Minn., has been bought by A. J. Clark.

The elevator of the Barnsville Farmers Co-operative Exchange, Barnsville, Minn., is being improved.

A two-story office building has been built to the property of the Farmers Elevator Company at Campbell, Minn. The elevator is to be reshingled.

The Benson Produce Company of Benson, Minn., has plans under consideration for the erection of a grain elevator. It is also planning to build a new office.

W. C. Young has resigned as manager of the Overby & Farmers Grain Company at Taylor, Wis. He will be associated with the Wallace M. Bell Company of Milwaukee, in charge of one of the Bell offices in Iowa.

The elevator of the Independent Elevator Company at Mahanomen, Minn., has been equipped with a Strong-Scott Dump in a 10-ton Fairbanks Scale, a compressor to be driven by a two-horsepower Fairbanks Motor, etc.

Stock is being sold in the new elevator to be erected as soon as enough money has been raised at Owatonna, Minn. Arthur Speltz, one of the heads of the Speltz Grain & Coal Company, Albert Lea and Louis Schuster are selling the stock.

V. B. Tubbs is manager of the Farmers Elevator & Milling Company of Marshall, Minn., coming from Milroy. The company has recently built a new feed shed and bought an automatic truck dump and scale for the elevator. P. H. Kelly succeeds Mr. Tubbs at Milroy.

The improvements which are being made to the property of the Farmers Elevator Company at Comstock, Minn., include a 15,000-bushel annex. The new machinery to be installed includes a double distributor, manlift, and transmission, including a 15-horsepower motor.

The Armour Grain Company of Chicago, Ill., has bought the elevator at Minneapolis, Minn., of the Great Northern Railway Company. For the last two years the Great Northern Elevator, which has a capacity of 1,500,000 bushels, has been operated by the Delmar Company, a subsidiary of the Armour Grain Company, and the same firm will continue to operate it. William G. Kellogg is president of the Delmar Company.

CANADA

A grain elevator is being built at Melfort, Sask., for the Maple Leaf Milling Company.

The Manitoba Wheat pool expects to build 20 elevators this summer under the charter secured a year ago by the Manitoba Elevator Company of Winnipeg, Man.

The Manitoba Grain Company has the permit for the erection of a grain warehouse costing \$25,000 at Vancouver, B. C. It is to be a three-story brick and reinforced concrete building.

The No. 3 Government Elevator at Vancouver,

B. C., is to be continued under lease by the United Grain Growers, Ltd. Since they took it over it has been known as the Burrard Elevator.

The elevator of the Spillers Milling Company at Vancouver, B. C., has been taken over by the Alberta Pacific Grain Company. It will operate it as a public elevator during the season of 1926-27.

Negotiations are being conducted with the City of Port Arthur, Ont., by the Northern Elevator Company for a new terminal elevator site at the head of the lakes. The elevator would have a capacity of 1,250,000 bushels.

OBITUARY

BRIGGS.—Sylvester E. Briggs died on June 17 aged 81 years. He was president of the Steele-Briggs Seed Company of Toronto, Ont. His widow and daughter survive him.

CONNARY.—Harlan Connary was drowned while on a fishing trip on June 13. He was a member of the firm of Frank Smith & Co., grain dealers of Lancaster, N. H. His widow and seven children survive him.

ENGLAND.—John England died recently. He was agent for the Canadian Elevator in Esterhazy, Sask.

HECK.—William F. Heck died on June 17 from cerebral hemorrhage. He was a well known grain and feed merchant, head of the William F. Heck & Co., of Pittsburgh, Pa., and was at one time president of the Pittsburgh Grain & Hay Exchange. He became ill while on his way home from the state college where his son is a student. His widow and son survive him.

HEILMAN.—George M. Heilman died on June 27 aged 54 years. He was secretary of the Hagerstown Board of Trade, Hagerstown, Md.

HICKEY.—William Sanders Hickey died aged 35 years, at Atlanta, Ga. He was for some time secretary and one of the principal owners of the Alabama Seed & Fertilizer Company.

HIGBY.—George W. Higby died at Kansas City, Mo., from heart trouble, on June 12, aged 34 years. He was assistant secretary and manager of the Rocky Mountain Grain & Commission Company in charge of the Kansas City office, a unit of the Colorado Milling & Elevator Company. He was manager, prior to going to Kansas City four years ago, of the grain house of H. L. Hankinson Company of Duluth. His widow and one son survive him.

HOGUE.—Walter Hogue died from heart failure. He was manager of the Farmers Grain Company at Hubbell, Neb. His widow and two sons survive.

JONES.—J. P. Jones died on June 23. He was manager of the Consolidated Elevators of Fort William, Ont. He entered the elevator business in 1888 and came to the head of the lakes in 1904 when he supervised the construction of several elevators. He served as a member of the Board of Grain Commissioners from 1913 to 1922 and on retiring became manager of the Consolidated Elevators.

KLINGENBERG.—A. E. Klingenberg died at his brother's home in Concordia, Mo. He was a well known grain dealer and took part in the Missouri State Grain Dealers Association. His home was at Truesdale, Mo.

LINDAHL.—H. Lindahl died aged 68 years at his home in Duluth, Minn. He was in the employ of the Consolidated Elevator Company. His widow and four daughters survive him.

MERIDETH.—Wm. Merideth died on June 13, aged 76 years, at Kirksville, Mo. He had engaged in the grain and lumber business at Gibbs, Mo., for years until 12 years ago when he moved to Kirksville. His son survives him.

MITCHELL.—Frank Mitchell, manager of the elevator of the Duncan Seed, Hay & Grain Company at McMorran (Bellefontaine p. o.), Ohio, died on June 27 at Lewistown, Ohio, from blood poisoning. He was past 54 years old at the time of his death. He had had charge of the McMorran Elevator for 12 years. He leaves four sons and two daughters. His wife died eight years ago.

MULFORD.—Benjamin W. Mulford died at his home in West Palm Beach, Fla. He had for 22 years been in the grain business at Minneapolis, Minn. When 18 years old he entered the grain business in Minneapolis. Of late years he engaged in real estate business in Florida. His daughter survives him.

ORVIS.—Otto A. Orvis died after a short illness aged 74 years. He was a grain dealer at St. Louis and a member of the St. Louis Merchants Exchange. He was at the head of the Orvis Grain Company which specializes in exporting corn, mostly to Cuba.

OWENS.—Edward Burneston Owens died July 1 at his son's home in Govans, Md., aged 82 years. He had for years been in the grain and produce commission business under the name of E. B. Owens & Co. He was formerly a director of the Baltimore Chamber of Commerce.

PETERSON.—A. J. Peterson died at Triumph, Minn., aged 76 years. He was formerly president of the Farmers Elevator at Monterey, Minn.

ROOT.—William A. Root died at Milroy, Ind., aged 81 years. He had for a number of years conducted a grain business and operated elevators at Milroy, Sandusky, and Williamstown. His widow, one son and a daughter survive him.

STEPHENS.—E. Wilbur Stephens died suddenly from pneumonia. He was treasurer of the E. Dunwoody Company, flour and grain merchants of Philadelphia. His widow survives him.

TIERNEY.—Joseph A. Tierney, who formerly operated a grain elevator at Remsen, Iowa, died recently leaving a widow and one son.

WHITE.—Robert H. White died recently at Mt. Vernon, Ind., aged 65 years. He was for 22 years chief engineer at the plant of the Home Mill & Grain Company.

WITT.—Joseph W. Witt died on July 2 after a short illness at Lebanon, Ind. He was a retired grain dealer. His widow, two sons and one daughter survive him.

WRIGHT.—Thomas Wright, an old grain elevator operator at Muskogee, Okla., died recently.

FIRES—CASUALTIES

Hedrick, Iowa.—Fire destroyed the Iowa Central Elevator.

Danville, Ark.—Fire destroyed the V. C. Cloan Feed Store.

Holley, N. Y.—Fire destroyed the warehouse of McCrillis & Co.

Flaton, Texas.—The feed warehouse of Arnim & Lane was burned.

Blossom, Texas.—Fire destroyed the C. S. Sanders Feed Store recently.

Alpena, Mich.—Fire damaged the stock in the warehouse of C. L. Randall.

Glenboro, Que.—Fire on June 13 destroyed the elevator of the McLaughlin Company. The plant had capacity of 35,000 bushels. At the time of the

fire it contained 4,000 bushels of grain, most of which was barley.

San Antonio, Texas.—Fire destroyed almost completely the Broadway Feed Store.

Jasper, Ind.—Fire damaged the property of the Victoria Mill & Elevator Company.

Edgerton, Ind.—Fire slightly damaged the Edgerton Grain & Coal Company's property.

Westville, Ohio.—A fire loss was sustained by the Westville Grain & Livestock Company.

Cabot, Ark.—The J. C. Alexander Feed Store was damaged by fire to the extent of \$4,000.

Culbertson, Mont.—On June 10 with a loss of \$35,000, the Imperial Elevator burned. The origin of the fire is unknown. About 15,000 bushels wheat,

2,000 bushels oats and 1,000 bushels flaxseed were stored in the building.

Albion, Iowa.—Fire destroyed the warehouse of the Farmers Co-operative Elevator here.

Mt. Washington, Mo.—The Kilbe & Son Feed Store here burned on July 7 with a loss of \$8,000.

Attica, N. Y.—The Thomas Boyce Direct Feed Company's property here was destroyed by fire.

Cylinder, Iowa.—Lightning struck the cupola of the Farmers Elevator Company and damaged it slightly.

Spearville, Kan.—A dust explosion in the elevator of C. C. Jennings was the cause of a small loss on June 28.

Valley View, Texas.—The Whaley Mill & Elevator Company sustained a total loss to its elevator on June 18.

Leonore, Ill.—The elevator of the Leonore Co-operative Grain Company was destroyed by fire on June 30.

Lexington, Ky.—Fire destroyed with a loss of \$21,000, the warehouse of the Van Meter & Terrell Feed Company.

Kansas City, Mo.—The Santa Fe Grain Elevator "B" here was destroyed by fire on July 9 with a loss of \$200,000.

Chester, Minn.—The Chester Elevator, owned by Pat Boler, burned recently.

Flagstaff, Ariz.—Fire damaged with a loss of \$75,000, the two warehouses of the Phoenix Seed & Feed Company.

Woodside, Mont.—The elevator of Otis Worden was damaged by fire caused, it is believed, by spontaneous combustion.

Blabon, N. D.—A total loss was sustained by the Blabon Elevator Company on July 6. The cause of the fire is unknown.

Franklin, Neb.—The Farmers Elevator was destroyed by fire on July 5 with a loss of \$35,000. Lightning caused the fire.

Neelyville, Ill.—Fire destroyed the C. F. Cordes Grain Elevator, postoffice and coal yards, etc., here with a total loss of \$12,000.

Worcester, Mass.—Fire on June 23 destroyed half of the building occupied by J. B. Garland, wholesale and retail feed and grain dealers.

Galesburg, Ill.—A grain elevator was destroyed during a big fire on June 7, which threatened for a time the entire residential district.

Aurelia, N. D.—Fire destroyed the Farmers Elevator which is owned by the Lybeck Company. Lightning was the cause of the fire.

Memphis, Tenn.—Fire damaged the property of the Holliman Feed Company. Joe Grehsma, who was associated with the company, was seriously burned.

Edinburg, Ill.—A combination of an overheated burner and a choked cob spout were the cause of a small loss to the elevator of Rink & Scheib on June 19.

Tracy, Mo.—The elevator of the Platte County Co-operative Wheat Elevator Association, together with 5,000 bushels grain, burned with a loss of \$60,000.

Blackwell, Okla.—The plant of the Deer Creek Elevator Company with 10,000 bushels grain burned with a loss of \$50,000. The fire was started by lightning.

Pine Bluff, Ark.—The plant of the Bahlau Produce Company of this place, wholesalers of flour, grain, feed and produce, was destroyed with a loss of \$20,000.

Bingham Lake, Minn.—A locomotive spark set fire to the roof of an elevator belonging to Charles A. Liem on July 4. The damage done by the fire was small.

Mediapolis, Iowa.—Fire destroyed completely the elevator, warehouses and office of A. D. Hayes. The entire contents with the exception of \$150 of feed and books were destroyed.

Hillview, Ill.—Fire destroyed the V. C. Elmore Elevator here. The building was erected three years ago at cost of \$12,000 to replace the old elevator which had burned. H. M. Battershell is manager.

Worthing, S. D.—Fire destroyed 100,000 bushels of grain and two large elevators here with a loss of \$55,000. The fire was discovered in the Worthing Grain Company's elevator from which it spread to the adjoining elevator.

New Haven, Ind.—Fire on July 1 almost consumed completely the Stiefel & Levy Grain Elevator, with a loss of \$40,000. The owners, Ben Levy and Louis Stiefel, stated that in all probability the elevator would be rebuilt. They have an office at Fort Wayne.

Hansboro, N. D.—Fire destroyed the elevators of the Farmers Grain Company, the Hansboro Grain Company and the National Elevator Company. The loss to the Farmers company was \$25,000; National, \$20,000; and Hansboro, \$13,000. In addition, 26,000

bushels grain, three coal sheds and 10 box cars were destroyed. Insurance on the building and contents covered part of the loss. Whether or not the houses will be rebuilt is not known.

Stilson, Iowa.—The Farmers Co-operative Elevator and yards were destroyed by fire with a loss of \$4,000. In the elevator at the time were 1,000

bushels oats and 5,000 bushels corn. Insurance was \$4,000. George Brickey is manager.

Hingham, Mont.—The elevator, flat house and coal sheds here of the St. Anthony & Dakota Company were burned on June 18. About 2,000 bushels wheat were also destroyed by fire. The elevator is to be rebuilt in the near future.

HAY, STRAW AND FEED

The elevator at Myrtle, Minn., is being equipped with a new feed mill.

A hammer mill has been installed by the Atwater Elevator Company of Adrian, Ill.

The C. D. Schwanke Feed Store at Belton, Mo., has been bought by Frank Hudley.

The Dabney Brokerage Company succeeds H. L. Terrie & Co., of Charleston, W. Va.

R. J. Bantel of Rochester, N. Y., succeeds the Rochester Hay & Grain Corporation.

A new hammer mill has been installed by the Farmers Grain Company of Doran, Ill.

A hammer mill has been installed by the Farmers Grain Company of McCallsburg, Iowa.

C. H. Burke has bought the Southern Feed Store at England, Ark., a branch of the White Feed Mills.

The feed and coal business of Burt & Jones at Estherville, Iowa, has been bought by Ed Stockdale.

The coal and feed stock of Calvin Jones at Childress, Texas, has been bought by C. P. Sanders.

The warehouse of the Van Meeter & Terrell Feed Company of Lexington, Ky., which burned, is to be rebuilt.

The Moon-Taylor Company of Lynchburg, Va., has gone out of business. A trustee has been appointed.

A new storehouse has been completed at Bonner Springs, Kan., by the Bonner Springs Feed & Coal Company.

The feed and seed business formerly conducted by J. P. Irwin at Elk City, Kan., has been bought by H. G. Saddler.

A large size feed grinder and crusher has been installed in the seed house at Kentland, Ind. Clyde Hurt is general manager.

The Wake Feed Mill of Oskaloosa, Iowa, has been equipped with additional bins and a new 60-horsepower, 150-bushel oats grinder.

A 24-inch attrition mill with two 25-horsepower motors has been installed by the Farmers Co-operative Elevator Company at Eldorado, Iowa.

A feed store at Centralia, Wash., has been bought by the Centralia Feed Company. Gene Alvord and Mr. McCoy will operate after July 1.

To deal in hay, feed, coal, etc., the Consumers Feed & Coal Company has been incorporated at New Brunswick, N. J. The firm is capitalized at \$100,000.

An addition 50x100 feet is being contemplated by Saint & Co., Inc., of Houston, Texas, for its grain and feed plant. Its capacity will be 3,000 bags daily.

A feed grinding business is to be started in the Clyde Smith Elevator at Grundy Center, Iowa, on August 1. Dick Kent has bought the necessary machinery.

A half interest in the H & W Feed Company at Ukiah, Calif., has been bought by B. F. Toles. He has been engaged in the grain and feed business for 10 years.

A new feed mill has been installed by the Farmers Elevator Company of Garden City, Iowa. A new office has been built with storeroom addition for millfeeds.

The feed and fuel business of C. W. Wilkerson at Sierra Madre, Calif., has been bought by Walter C. Poehler, who for years conducted a grain business in the Dakotas.

The first two cars of Timothy hay to be received this year (1926) in Chicago was taken in by Albert Miller & Co., on July 12. The hay graded high and sold at \$19 a ton.

A mill for commercial feed grinding has been installed by the Farmers Elevator Company of George, Iowa. A building to house the mill is to be erected near the elevator.

To operate a co-operative feed store, etc., the Jennings County Co-operative Supply Company has been incorporated at North Vernon, Ind. The firm is capitalized at \$5,000. J. G. Marsh, O. M. Downs, Joseph Bertram, L. Vinson, J. R. Ferguson and F. A. Sullivan are interested.

E. C. Branch is now with the Nutrena Feed Mills, Inc., of Kansas City, Kan., in charge of the poultry service department. He was in 1923 chairman

of the standard revision committee of the American Poultry Association and for 32 years has been a breeder of Barred Plymouth Rocks and a national poultry judge.

H. M. Beaver is to have charge of the distribution of chick feed and mash and the horse, cattle and hog feeds of the Davenport Elevator Company of Davenport, Iowa.

The Deither Feed & Seed Company of Beverly Hills, Calif., has been dissolved. The entire business has been taken over by Robert Safford who bought out his partner's share.

The Central Feed Wharf and its branch stores has been bought at Port Orchard, Wash., by E. E. Jungbluth and Charles Vaughn of Seattle, Wash. They took possession June 10.

Adelbert Peterson is now associated with Clarence Anderson and the feed store at Fremont, Neb., which Mr. Anderson has been conducting there will be known as Anderson & Peterson.

Arthur Denny and A. F. Nelson have bought the Renton Feed Store at Renton, Wash., which for several years was owned by R. Wood. He will operate as the Renton Feed Company.

The feed department of the Grange Store at Winlock, Wash., has been taken over by the Lewis County Feed & Egg Association. H. J. Stiltner and John Litz will be in charge of the store.

Mr. Stanton has resigned as manager of the hay department of J. T. Gibbons, Inc., New Orleans, La. He is succeeded by J. H. Grimsal for the past eight years assistant manager of the hay department.

J. L. Hughes Company on June 1 succeeded H. M. Dobson & Co. of Knoxville, Tenn., in business. The new firm is composed of J. L. Hughes and H. K. Cook. Mr. Dobson retired because of poor health.

Frank Whitehead has bought the interests of Sam Dunlap in the Skagit Feed & Seed Company of Mt. Vernon, Wash. The salesroom was remodeled and other improvements made to the property.

The feed business conducted at Du Quoin, Ill., by the Zacher Milling Company has been taken over by the Du Quoin Feed Company and James Brown of Herrin. Mr. Brown will be in charge as manager.

B. H. Evershull, formerly with the Arnold Milling Company of Sterling, Kan., is to be special feed representative in northern Missouri and southeastern Kansas for the Blair Elevator Company of Atchison, Kan.

Bryan Haywood is operating the property known formerly as the National Hay & Milling Company at Kansas City, Mo., as the Kansas City Warehouse Company. Mr. Haywood has provided storage for several hundred tons of new Alfalfa hay.

A new feed mill and warehouse are to be built at Minneapolis, Minn., for the Albert Dickinson Company. It will be completed by October 1. The permit was issued to the Twin City Trading Company which will erect the building for the Dickinson company.

FIELD SEEDS

(Continued from Page 46)

until recently when heavy rains caused some apprehension. France was especially hard hit by cloudbursts and it is feared that Clover plants were injured quite heavily. Alsike was rejuvenated by the first trade in August future at \$15, representing the new crop. Timothy has been firm with small trade but more interest has been shown of late in the September and October future. Timothy has been considered for some time as a good investment especially by dealers. The carryover is just fair and should be no burden at present levels.

RED STAIN PROCLAIMS DANGER OF ORIENTAL SEED

Alfalfa seed grown in Africa and in Chinese and Russian Turkestan has been declared by the Department of Agriculture at Washington, D. C., unadapted for general agricultural use in this country. In accordance with the new Seed Importation Act, it will be prohibited entry into the United States

after September 25, unless at least 10 per cent of the seed in each bag or other container is stained red.

This action was taken as a result of the evidence presented at and subsequent to a public hearing held May 27, 1926. At the same hearing evidence was also presented which caused the Secretary of Agriculture to make a similar decision June 3 in regard to Red Clover seed grown in Italy. After September 2, 1926, Italian Clover seed will be barred from the United States unless it carries the warning red stain.

PROSPECTS FOR A HUGE KENTUCKY BLUEGRASS SEED CROP

The 1926 crop of Kentucky Bluegrass seed is estimated by the United States Department of Agriculture to be 1,550,000-1,650,000 bushels of rough, cured seed. If the crop should yield as well as expected, the total production in the Kentucky and Missouri or western districts would exceed that of any other year. The production is three times as large as that of last year.

Stripping began earlier in Missouri than in Kentucky, which is rather unusual. Weather conditions were in general favorable for stripping.

Damage from bugs in Kentucky and army worms in Missouri was probably much less than in recent years.

The quality of the crop is believed to be one of the best on record. In general, Bluegrass meadows and pastures were cleaner than usual. The heads were heavy and the shrinkage in cleaning should be much less than in recent years.

SEEDSMEN BRIDGE JUNE AND JULY WITH CONVENTION

Members of the American Seed Trade Association already are expressing hopes that their next annual meeting will be as worthwhile an event as their forty-fourth annual convention, which closed July 1, after a three-day program at Hotel Sherman in Chicago, Ill. The registration, which included convention guests, showed a total of 466. John C. Leonard, of Chicago, has now entered upon his duties as president of the Association to succeed Eugene D. Funk, of Bloomington, Ill., retiring president. C. E. Kendel was re-elected to the secretaryship.

Leonard Vaughan presented a committee report on the uniform system of accounting now available to the members of the Association, and members were urged to make use of this service. One of the speakers was Dr. W. L. Burlison, of the University of Illinois, who gave an interesting address on "Agricultural Experiment Stations and Their Relation to The Seed Trade." The convention was featured by exceptionally fine entertainment which supplemented the business sessions. Detroit, Mich., and Rockford, Ill., are among the cities being considered for the 1927 meet.

ORCHARD GRASS SEED CROP LARGEST IN SEVERAL YEARS

Orchard Grass seed production, estimated at 200,000-250,000 bushels, is the largest in several years and 50 per cent or more larger than the below-average crop of last year. Reports received by the United States Department of Agriculture indicated that the crop would exceed that of last year in Missouri, Kentucky, Indiana, Ohio, and Arkansas but might be somewhat smaller than last year in Virginia. The increase in production was due both to a larger acreage and a better yield per acre than last year.

The quality of the crop in all districts, except in Virginia, was expected to be better than that of last year, notwithstanding the fact that the quality last year was good. The quality in Virginia will be about the same as last year. Fields in practically all districts were unusually clean this year and Orchard Grass seed heads were large and well-filled. The shrinkage in recleaning should be less and the weight of seed somewhat heavier than usual.

Harvesting began three to six days later than last year, which averaged somewhat earlier than usual.

No prices had been established in any of the districts up to June 25. In the Missouri district offers of 75 cents—\$1 per bushel for machine-run seed and in Kentucky, \$1.50, were reported to have

been made. Growers were unwilling to sell at these prices and most of them were expecting \$2 or more per bushel except in Missouri, where their ideas of value were lower and ranged mostly \$1.25-\$1.50.

The carryover of Orchard Grass in this country is one of the smallest on record. The 1925 crop was small, imports were much below normal, and the spring demand was the best in a number of years. Before the close of the spring selling season many seedsmen were entirely sold out of this seed.

Imports of Orchard Grass for the fiscal year ending June 30 amounted to 253,000 pounds, compared with 991,900 pounds, last year, 603,400 pounds, two years ago, 768,000 pounds, three years ago, and 911,700 pounds, the average annual imports for the past 15 years. Denmark usually contributes the big bulk of the Orchard Grass imported into this country. The carryover in Denmark, estimated at around 2,500,000 pounds, is larger than usual. The acreage is reported to be smaller than last year. Danish seed of good purity and germination was recently offered at \$13 per 100 pounds, c. i. f. New York (or \$15 duty paid), for old seed, immediate shipment, and \$13.50 for new crop, September delivery.

NEW SEED TRADEMARKS

The following new seed trademarks were recently published in the *Official Gazette* of the United States Patent Office: "Pedigree-Quality" seeds for agricultural and horticultural purposes. Sutton & Sons,



Reading, England. Filed February 27, 1926. Serial No. 227,922. "Forbes Seed for Best Seeds" seeds, bulbs and plants. Alexander Forbes & Co., Newark, N. J. Filed February 6, 1925. Serial No. 209,161.

SULPHATE OF COPPER AND SEED

The results of tests extending over 32 years in the use of the copper sulphate treatment of seeds have been published and are reviewed by the International Institute of Agriculture at Rome.

With respect to the objections brought against the use of sulphate of copper in the treatment of seeds, to the effect that it decreases germinating power, and the tendency to replace it by other products with a mercurial base, the author criticises the various investigations carried out in Germany with mercurial preparations and other mixtures, and in France, Lithuania, Belgium and also in Roumania.

Comparing the very contradictory results of these experiments, the author concludes that sulphate of copper used in solutions of correct strengths cannot have an injurious effect on unbroken healthy seeds. He emphasizes the importance of the strength of the solution, which should vary with the kind of seed, whether it is hairy or smooth, with a hard shiny hull or soft and downy, with the embryo hidden or near the surface.

Statistical tables of experiments made in 1924 with autumn wheat, show that the strength of the solution and the duration of immersion are the factors which determine the beneficial or injurious effect of sulphate of copper.

From the author's experiments it is shown: (1)

for autumn wheat the correct strength is from 1½ to 2 per cent and the duration of immersion three minutes, in which case the solution is unable to penetrate into the seed, even when slightly cracked.

(2) Only broken seeds fail to germinate and the sulphate of copper used in solutions of strength and immersion corresponding to the nature of the seed, stimulate germination and have also a selective action on the seeds and estimate those diseases which would affect the growth of the plant.

BURIED, BUT NOT DEAD

Numerous experiments have been made testing the vitality of buried seed. One especially interesting experiment, extending over a period of 21 years, was conducted by the Seed Testing Laboratory of the United States Department of Agriculture. The results of this have been assembled by W. C. Goss, in an article entitled "The Vitality of Buried Seeds."

In 1902, the buried seed experiment was started in the laboratory. Since then viability tests have been continued up to 1923 and a complete record has been kept of the percentage germination in relation to depth planted.

The records given indicate that depth has little effect upon preservation of vitality. The weed seeds show the highest percentage of germination.

Of the 107 species buried in 1902, 71 grew in 1903 after one year, 61 grew in 1905 after 3 years, 68 grew in 1908 after 6 years, 69 grew in 1912 after 10 years, 50 grew in 1918 after 16 years, and 16 grew in 1923 after 20 years.

Observations made during the periods indicated, have led to the conclusion that seeds of most weeds when ploughed under will retain their vitality indefinitely during normal crop rotation. This fact renders futile any attempt to control weeds by this method. The preservation of seeds buried in the soil, in order to help maintain a continuous vegetative cover for the land should not, however, be overlooked.

SEVEN HEADED WHEAT IS ONE OF PERENNIAL FAKES

"The Seven Headed wheat is one of the perennial fakes," says Professor Alvin Kezer, Agronomist of the Colorado Experiment Station. "To look at a head of Seven Headed wheat one would expect it to outyield ordinary wheat, but in the field it will not yield as well as a number of common Spring wheats. Besides, the quality of Seven Headed wheat is very poor. I presume Seven Headed wheat has been used by more fake seed promoters than any other one wheat variety. It will not yield as well as a number of other wheats, and there is no object in growing it except as a curiosity."

"The Government has tried this wheat out experimentally from Oregon to Virginia and from Minnesota to Texas. Everywhere the results are the same. A number of other wheats will outyield it and produce better qualities in the crop."

A new plant is under erection at Evansville, Ind., for the Purcell Seed Company.

The building of the Shumway Seed Company at Rockford, Ill., is being remodeled.

An addition is being built to the warehouse of the Gardner Bros. Seed Store at Sioux Falls, S. D.

A warehouse is to be erected at Okeechobee, Fla., for the Everglades Seed & Fertilizer Company.

The building of the Fiske Seed Company in Boston, Mass., is to be remodeled after the spring trade is over.

A store and warehouse are to be built costing \$13,500 for the Roy Clark Seed Company at San Benito, Texas.

The Wasmuth Grain & Coal Company at Huntington, Ind., is succeeded by the Hoosier Feed & Seed Company.

E. Z. Worthey has resigned his position as vice-president of the Blytheville Seed & Coal Company at Blytheville, Ark.

Capitalized at \$25,000, the Fort Smith Seed Company was incorporated at Little Rock, Ark. H. A. Payne is president.

The agricultural service bureau of the Robert Nicholson Seed Company at Dallas, Texas, is under the management of A. K. Short who for years was with the Texas A. & M. College.

A three-story addition has been built to the warehouse of the Aabing Seed Farms, Inc., of Portland, Ore., at Mt. Vernon, Wash. It has also built a fire-proof storeroom for its stock feed.

Dr. H. P. Kraybill, formerly research chemist at the Boyce Thompson Institute, is now state chemist and seed commissioner of Indiana. He is located at the Purdue University, Agricultural Experiment Station, Lafayette, Ind.

Chris Reuter of New Orleans, La., has changed the name of his seed business to the Reuter Seed Company, Inc. Chris Reuter is president; J. Rich-

BETTER SEEDS; BETTER CROPS
SEEDS PRUNTY SEED & GRAIN CO.
9 South Main St. SAINT LOUIS



BUYERS—SELLERS, FIELD SEEDS
ED. F. MANGELSDORF & BRO.

Wholesale Field Seeds

First and Victor Sts., St. Louis, Mo.

ard Reuter, vice-president; Louis B. Reuter, treasurer and general manager; Fred I. Meyers, secretary and sales manager.

Considerable new seed cleaning machinery is to be installed by the A. L. Olds Seed Company of Madison, Wis. Peter P. Carr is secretary.

Another building has been bought by the Hooton-Davis Seed Company of Lebanon, Ind., adjoining its present cleaning plant. The building is 42x120 feet and will give the additional storage space needed to handle the company's business.

The wholesale department of the Schisler-Corneli Seed Company at St. Louis has been taken over by the Corneli Seed Company of which Clifford Corneli is president and D. T. Stevens, vice-president. The other company will continue as a retail business.

The headquarters of the Solomon Seed Company of Solomon, Kan., are being moved to Salina, Kan., where they will have a large building on the Santa Fe Railroad, and operate as the Kansas Seed Company. Charles Henning, Jr., and V. R. McCullough are interested.

GRAIN TRADE PATENTS

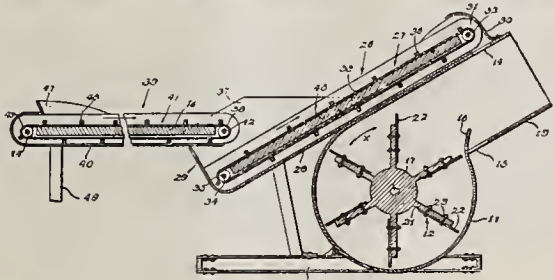
Bearing Date of May 18, 1926

Grain door puller.—Adelbert Chandler, Avondale, Mo. Filed November 18, 1925. No. 1,585,463.

Bearing Date of May 25, 1926

Grain elevator and blower.—Charles Quade, Janesville, Minn. Filed July 9, 1924. No. 1,585,876. See cut.

Claim: In a grain separator, a main conveyor including a trough extending at an upward incline and having a bottom formed with an outlet adjacent its upper end, side walls, an upper end wall, and a lower end wall of greater height than the side walls, auxiliary side wall sections secured against the outer faces of the lower portions of said side walls and projecting upwardly above the lower end wall and co-operating therewith to form a hopper for the lower end portion of the trough, means for moving grain upwardly through said trough for passage out of the outlet ad-



acent the upper end thereof, and an auxiliary conveyor including a trough pivotally mounted at one end between said auxiliary side wall sections above said side walls and in advance of said end wall for swinging movement from a folded position in overlying relation to the first trough to an extended position with its bottom resting upon the upper edge of the lower end wall of the first trough, and means for moving grain through the auxiliary trough and delivering the same into the lower end portion of the main trough.

Bearing Date of June 22, 1926

Alfalfa meal and bran packer.—Luther F. Day and Jesse F. Baker, Lamar, Colo. Filed November 28, 1925. No. 1,590,086.

TRANSPORTATION

NEW COLORADO-KANSAS-TEXAS GRAIN RATES APPROVED

The Interstate Commerce Commission has permitted to become effective the new tariffs filed by the Santa Fe Railroad, permitting grain to move on a through rate from Colorado and Kansas points to Texas and Louisiana destinations and to Texas Gulf ports for export. The Commission declined to suspend operation of the schedule pending an investigation because no protests were made.

MIDWEST RATE INCREASES DENIED

The Interstate Commerce Commission has disapproved proposals to increase rates on grain and grain products from Omaha, South Omaha, and Council Bluffs and Des Moines when the shipments originate beyond these points and are for destinations in Arkansas.

It also found unjustified a proposal to cancel transit arrangements at Cairo, Ill., on these products from stations on the Illinois Central to Arkansas points. The proposed schedules, which have been under suspension on protest of the Cairo and Des Moines Boards of Trade were ordered canceled.

GRAIN VIA THE HOOSIER CAPITAL

Reporting on the case between the Indianapolis Board of Trade et al and the Baltimore & Ohio, and other lines, Arthur Kettler, examiner for the I. C. C., upheld the railroads in their refusal to maintain through rates on grain and grain products, via Indianapolis, from points on the Wabash line in Illi-

nois and Indiana, to the western termini of eastern trunk lines. Rates now applied on such routes were not unreasonable, the rate referee concluded.

Kettler further said the Commission should find rates on grain from points on the Wabash in Illinois and Indiana to Louisville, Ky., through Indianapolis, and from points on that railroad in the states mentioned to Indianapolis unreasonable and unduly prejudicial. In summing up this point, the examiner said: "The Commission has in many cases prescribed rates on grain the same as on grain products; no sufficient reason is here shown for the maintenance of higher rates on grain to Indianapolis and Louisville than on grain products."

COAL SHORTAGE CAUSES RATE JUMPS

Rates on grain shipments to the United Kingdom from North and South American ports on the Atlantic, already increased through the scarcity of British ships, are expected to be boosted again unless there are indications that the coal miners will soon return to a fuel production appropriate to the needs of the shipping and other industries in England.

The highest increase to date since May 1, when the work in the mines ceased, has been from ports between Newport News to Portland, the average increase being more than 3 cents per bushel, and the cost having risen from 5½ cents to nearly 9 cents. Rates on grain shipments from South America have increased 3 cents per bushel and from Canada, a little less than 3 cents.

Grain and Seeds

FOR SALE

Nice lot Seven Top Winter Turnip Seed. Any quantity. HILL HARDWARE COMPANY, Bowling Green, Ky.

For Sale

MACHINERY

FOR SALE

Pulleys, 1,000; all sizes, solid cast iron, wood and steel split. Elevator belts and buckets and supplies. STANDARD MILL SUPPLY COMPANY, 501 Waldheim Building, Kansas City, Mo.

FOR SALE AT A BARGAIN

Six-bushel 1,500 bushels per hour Richardson Automatic Scale f.o.b. North Dakota point. RICHARDSON SCALE COMPANY, 312 Corn Exchange Minneapolis, Minn.

FOR SALE IN EXCELLENT SHAPE

Four-bushel 1,000 bushels per hour Richardson Automatic Scale. RICHARDSON SCALE COMPANY, 312 Corn Exchange Minneapolis, Minn.

FOR SALE

Account lessening capacity, offer two No. 3 Invincible C. S. D. R. Separators with both brushes; one No. 87 Invincible Milling Separator. Each of the above used for cleaning about 40,000 bushels seed. Also one No. 57 Ferrell Clipper Cleaner, used; one Oxford Bean Polisher, used; one No. 2 Invincible Horizontal Oat Clipper. HICKOX-RUMSEY CO., INC., Batavia, N. Y.

FOR SALE—AT A BARGAIN

Two 72-inch x 18-foot Horizontal High Pressure Murray Steam Boilers.

One 12 x 24 x 36 inches Reliance Cross Compound Condensing Horizontal Steam Engine, steam pumps, etc., and all necessary connections to make full complete steam plant. All in first-class condition.

THE WOLF MILLING COMPANY,
Ellinwood, Kan.

FOR SALE

Complete mixed feed unit. DIAMOND MILLS, Evansville, Ind.

WILL SELL ONE OR ALL

Six Fairbanks' Hopper Scales, 1,600 bushels, with type registering beam, good as new. They are coming out of grain elevators we are now dismantling for the Santa Fe Ry. Co., Argentine, Kan. Will guarantee same to be complete and in good working order. J. GOLDBERG & SONS STRUCTURAL STEEL CO., 800 E. 18th St., Kansas City, Mo.

ELEVATORS AND MILLS

FOR SALE

Two elevators in Central Ill. Good grain territory. Money makers. BOX 805, Lewiston, Ill.

A REAL BARGAIN

South Dakota elevator for sale. Electrically equipped; first-class condition. Ample territory in good grain belt. F. A. KOHLHOFF, Stratford, S. D.

FOR SALE IN NORTHERN ILLINOIS

Several grain elevators at small stations. Also handling lumber, coal and other side lines. HOLCOMB-DUTTON LUMBER COMPANY, Sycamore, Ill.

A MONEY MAKER; WILL KEEP TWO BUSY

Owing to ill health this splendid little plant is for sale. On private owned ground, consisting of six lots, 66x210, one block from main street. In fine corn belt; heavy feeding; lots of grinding and sidelines; more could be added with profit. Small payment down; easy terms. Only elevator in town. IOWA, Box 7, care AMERICAN ELEVATOR AND GRAIN TRADE, 431 S. Dearborn St., Chicago, Ill.

Miscellaneous Notices

WANTED

Partner—too much for one man. Will accept part trade. This will stand inspection. HAWARDEN ROLLER MILLS AND ELEVATOR, Hawarden, Iowa.

FLOUR AND MILL FEEDS

Mixed cars of flour and mill feeds in 100-pound sacks are our specialties. Would like to send you a trial order to convince you of the superiority of our products. ANSTED & BURK CO., Springfield, Ohio.

Land Opportunities

FOR EXCHANGE

Equity in 240-acre farm in White County, for good hardware or general store. Purchaser to assume \$5,000 mortgage now on farm. MRS. DOW, Realtor, 215 Campbell St., Geneva, Ill.

FOR SALE OR EXCHANGE

Ohio stock farm, 168 acres, 100 under cultivation, no waste land. Well located near improved road; seven miles from county seat; four miles from railroad; rural route; dairy country. Price \$100 per acre. Will carry one-half for five years at 6 per cent. Good well, house, barn, cement silo. 500 COURT ST., Defiance, Ohio.

**BOARD
OF
TRADE**



CHICAGO



**GRAIN
RECEIVERS**

POPE & ECKHARDT Co.

COMMISSION MERCHANTS

GRAIN AND SEEDS

111 W. Jackson Blvd.

CHICAGO

Lamson Bros. & Co.

Grain

1874 Commission 1926

Merchants

Fifty-two Years of Service in the Grain Trade

166 W. Jackson Boul.
and
8 Board of Trade

Chicago

We Buy

Wheat---Corn---Oats---Barley---Rye

Send Samples

The Quaker Oats Co.

Cereal Millers

Grain Dept. 80 East Jackson Boulevard
CHICAGO

Armour Grain Company

CHICAGO, ILL.

GRAIN DEALERS

FUTURES ORDERS SOLICITED

Winnipeg, Liverpool and United States Markets

CONSIGNMENTS SOLICITED

CHICAGO

ST. LOUIS

MILWAUKEE

MINNEAPOLIS

BUFFALO

We can now supply
Elwood's Grain Tables

\$2.00 per copy

H. M. PAYNTER

With ROGERS GRAIN COMPANY

Grain Commission

Correspondence Solicited

Postal Telegraph Building

CHICAGO

Rosenbaum Grain Corporation

Grain Merchants—Exporters—Importers

Cash and Futures

CHICAGO, ILLINOIS

Private Wires

GEO. S. DOLE, Pres. FRANK HAINES, Sec.

J. H. DOLE & COMPANY

(Established 1852)

Commission Merchants, Grain and Seeds

We solicit your

CONSIGNMENTS

and orders in futures

327 South La Salle Street - - CHICAGO

"Since 1873"

J. J. BADENOCH CO.

GRAIN

COMMISSION MERCHANTS

320 Postal Telegraph Bldg., Chicago

RUMSEY & COMPANY

FOUNDED 1867

COMMISSION MERCHANTS

BOARD OF TRADE

CHICAGO

J. C. Shaffer Grain Co.

GRAIN MERCHANTS

CHICAGO

HITCH & CARDER

CASH GRAIN OUR SPECIALTY

Future orders solicited

Rooms 942,3-4, No. 327 So. La Salle Street
CHICAGO, ILL.

Established Over Forty Years

Hulburd, Warren & Chandler

208 S. La Salle St., Chicago

Stocks Bonds Grain Cotton

ON THE JOB

BRENNAN

OF CHICAGO

JOHN E. BRENNAN & CO.

Commission Merchants

CHICAGO

Wherever hay is handled, there the firm of

BRIDGE & LEONARD

is well and favorably known.

Consignments solicited. Market information furnished.

61-65 Board of Trade

Chicago, Ill.

SHIP YOUR HAY

to

ALBERT MILLER & CO.

192 No. Clark St., Chicago, Ill.

Hay Specialists

Clement, Curtis & Co.

Illinois Merchants Bank Bldg., Chicago

Members of all principal Exchanges.
Private wire service to all leading cities
in this country.

BOARD
OF
TRADE

CHICAGO

GRAIN
RECEIVERS

Schiffli
Special
Service

None better for your
consignments and
offers to arrive of
wheat, corn and oats

Philip H. Schiffli & Co.
49 Board of Trade, Chicago

E. W. BAILEY & CO.

COMMISSION MERCHANTS

GRAIN, SEEDS AND PROVISIONS

72 Board of Trade CHICAGO

Henry Rang & Co.

COMMISSION MERCHANTS

Sioux City—Chicago—Milwaukee

CHAMBER
OF
COMMERCE

MINNEAPOLIS

GRAIN
RECEIVERS

Robinson Telegraphic Cipher

Revised Edition

Cloth Binding \$2.00
Leather Binding 2.25

MITCHELL BROTHERS PUBLISHING CO.
431 S. Dearborn Street Chicago, Ill.

Cereal Grading Co.

W. T. FRASER, Vice Pres. & Mgr.

GRAIN MERCHANTS

CHOICE MILLING WHEAT & RYE

Twenty-five years' experience in selecting
and forwarding choice wheat and rye for
mills. Largest rye handlers in the West.
Also shippers of oats, barley and screenings.

Operating Elevator L

612 Chamber of Commerce
MINNEAPOLIS, MINN.

BOARD
OF
TRADE

DULUTH

GRAIN
RECEIVERS

YOU Can keep in touch with
the news and reports of
the Grain and Elevator
world by reading the "American
Grain Trade."

SUBSCRIBE NOW—\$1.00 A YEAR.

WHITE GRAIN CO.

SHIPPERS

FANCY OATS
MILL OATS
SCREENINGS

FLED WHEAT
BARLEY
RYE

Write for Samples and Quotations

DULUTH

PRODUCE
EXCHANGE

TOLEDO

GRAIN
RECEIVERS

**THE CLASSIFIED AD
DOES THE BUSINESS**

A. H. McDonald, the well known dealer in
engines, 544 W. Monroe St., Chicago, writes us:

"You can cancel my ad, as it has sold
both outfits. I consider the money well
spent."

The classified columns of the AMERICAN
ELEVATOR AND GRAIN TRADE are your
best medium for finding a purchaser for your
elevator or mill, for selling odd lots of new or
used machinery, bags, seeds, feeds, etc., for
locating a position or for obtaining help.

Try Them and Be Convinced

MITCHELL BROS. PUBLISHING CO.
431 S. Dearborn St. Chicago, Ill.

JOHN WICKENHISER & CO.

Wholesale Grain Dealers

TOLEDO, OHIO

We make track bids and quote delivered prices.
Solicit consignments of Grain and Clover Seed.

Members Toledo Produce Exchange and Chicago
Board of Trade.

EVERY SHIPPER Should Receive

Southworth's daily bids—

WHEAT, CORN, OATS, RYE

Southworth & Company, Toledo, Ohio

FUMIGATION METHODS By PROF. WILLIS
G. JOHNSON

A complete practical treatise on fumigating grain elevators, flour
mills, warehouses, etc. 313 pages. Well illustrated. Price \$2.00.
Mitchell Bros. Publishing Company, 431 South Dearborn St., Chicago

When "SEEDY"

Try

C. A. King & Co.

GRAIN AND SEED DEALERS

Toledo, Ohio

Like Billy Sunday, we deal in both
cash and futures, Toledo and Chicago
Born 1846 Read Our Boy Solomon

J. F. ZAHM & CO.

TOLEDO, OHIO

Your future orders and consignments

Grain or Seed

Solicited

CORN
EXCHANGE

BUFFALO

GRAIN
RECEIVERS

Wheat-Rye-Corn-Barley-Oats

Shipped to

Eastern Grain, Mill and Elevator Corporation

Operators of Concrete Elevator, Central Elevator and Iron Elevator

5,000,000 BUSHELS CAPACITY

Will be properly cared for on arrival and show best possible results

Lewis Grain Corp.

A good firm to consign to

Corn—Oats—Soft Wheat—Barley

BUFFALO

NEW YORK

McConnell Grain Corporation

Strictly Commission and Brokerage

Buffalo

New York

Send your consignments to

Seymour-Wood Grain Co.

BUFFALO,

N. Y.

Globe Elevator Company

GRAIN AND FEED

*Accept our bids or consign, wheat, corn
oats, rye*

Chamber of Commerce

Buffalo, N. Y.

J. G. McKillen, Inc.,

RECEIVERS

Consignments a Specialty

BUFFALO

NEW YORK

LIVE GRAIN AND FEED ACCOUNTS
SOLICITED

BROKERAGE EXCLUSIVELY

HARRY J. HANNON

319 CHAMBER
OF COMMERCEBUFFALO,
NEW YORK

The Real Market Place

for grain men is centered in
the advertising columns of the**“American Grain Trade”**BOARD
OF
TRADE

PEORIA

GRAIN
RECEIVERS

Louis Mueller, President

F. W. Mueller, Sec. & Treas.

MUELLER

(Incorporated)

Receivers and Shippers

**GRAIN
COMPANY****GRAIN**We Solicit Your Consignments of Grain
Room 39-41 Chamber of Commerce, Peoria, Ill.

P. B. & C. C. MILES

Established 1875

Incorporated 1910

PEORIA, ILL.

Handling Grain on Commission
Our Specialty

W. W. Dewey & Sons

GRAIN COMMISSION

26 Chamber of Commerce

PEORIA - - ILL.**YOU**can keep in touch with the Grain and Seed
world by reading the news and reports in the
“American Grain Trade”.**SUBSCRIBE NOW—\$1.00 A YEAR**

Turner-Hudnut Company

GRAIN COMMISSION

42-47 Chamber of Commerce, Peoria, Ill.

BOARD
OF
TRADE

❧ KANSAS CITY ❧

GRAIN
RECEIVERS

BOOKS FOR GRAIN DEALERS

WALLS, BINS AND GRAIN ELEVATORS, by
Milo S. Ketchum. Illustrated, 556 pages.
Price\$5.00
ROPP'S CALCULATOR, new and improved edi-
tion, with complete grain tables, and other
invaluable discount and stock tables.
Price\$1.00
ROBINSON'S TELEGRAPHIC CIPHER, re-
vised and enlarged. Price.....\$2.00
UNIVERSAL GRAIN CODE, and Feed Mill
Supplement. Price\$3.00

Any of the above sent postpaid
on receipt of price.

MITCHELL BROS. PUBLISHING CO.
431 S. Dearborn St. Chicago, Ill.

GET OUR BIDS TO ARRIVE



CONSIGNMENTS

GRAIN
&
HAY
EXCHANGE

❧ CINCINNATI ❧

BUYERS
&
SELLERS

THE EARLY & DANIEL CO.
HAY—GRAIN—FEED

SCHOLL GRAIN CO.
GRAIN EXCLUSIVELY

GRAIN
&
HAY
EXCHANGE

❧ PITTSBURGH ❧

GRAIN
RECEIVERS

HARPER GRAIN CO.
Wabash Building
Modern elevator facilities
at your command.

ESTABLISHED 1872
R. S. McCAGUE, Ltd.
Wholesale
Receivers and Shippers
Corn, Oats, Hay and Mill Feed
11th St. and Duquesne Way
Pittsburgh, Pa.

Fumigation Methods
By PROF. WILLIS G. JOHNSON
A complete practical treatise on fumigating
grain elevators, flour mills, warehouses, etc.
313 pages. Well illustrated. Price \$2.00.
MITCHELL BROS. PUBLISHING CO.
431 South Dearborn St. Chicago

GRAIN
RECEIVERS

❧ OTHER MARKETS ❧

GRAIN
RECEIVERS

CRAWFORDSVILLE, IND.

DENVER, COLO.

MILWAUKEE

CRABBS REYNOLDS TAYLOR CO.
Crawfordsville, Ind.
GRAIN
Clover and Timothy Seeds
Get in touch with us.

Ady & Crowe Merc. Co.
Denver, Colo.
GRAIN HAY BEANS
A. & C. Poultry Feeds

E. P. BACON CO.
Grain Commission Merchants
Sellers of Cash Grain and
Field Seeds on Consignment
MILWAUKEE—CHICAGO—MINNEAPOLIS

LEADING GRAIN RECEIVERS IN ALL MARKETS

BUFFALO, N. Y.

Basil Burns Grain Corporation, consignments.*
 Eastern Grain, Mill & Elevator Corporation, wheat, rye, corn, barley, oats.*†
 Globe Elevator Co., grain and feed.*
 Hannon, Harry J., grain and feed.
 McConnell Grain Corporation, commission and brokerage.*
 McKillen, Inc., J. G., receiver.*
 Seymour-Wood Grain Co., consignments.*

CEDAR RAPIDS, IOWA

Wilder-Murrell Grain Co., wholesale, grain, seeds, feeds.*

CHICAGO, ILL.

Armour Grain Co., grain dealers.
 Badenoch Co., J. J., grain commission merchants.*
 Bailey & Co., E. W., commission merchants.*
 Brennan & Co., John E., commission merchants.*
 Bridge & Leonard, hay, grain.*†
 Clement, Curtis & Co., commission merchants.*
 Dole & Co., J. H., commission merchants.*
 Hitch & Carder, grain commission.*
 Hoit & Co., Lowell, com. grain, seeds.
 Hulbard, Warren & Chandler, grain, bonds, stocks, cotton.*
 Lamson Bros. & Co., commission merchants.*
 McKenna & Dickey, com. merchants.*
 Miller & Co., Albert, hay and produce.†
 Norris Grain Co., grain merchants.*
 Paynter, H. M., grain commission.
 Pope & Eckhardt Co., grain and seeds.*
 Quaker Oats Co., wheat, corn, oats, barley, rye.
 Rang & Co., commission merchants.
 Rosenbaum Grain Corporation, grain merchants.
 Rumsey & Co., grain commission.*
 Schiffelin & Co., Philip H., consignments.*
 Shaffer Grain Co., J. C., grain merchants.*

CINCINNATI, OHIO.

Early & Daniel Co., hay, grain, feed.*†
 Scholl Grain Co., grain exclusively.

CLEVELAND, OHIO

Cleveland Grain & Milling Co., receivers and shippers.*†
 Shepard, Clark & Co., receivers, shippers, grain, millfeed, buckwheat.*

CRAWFORDSVILLE, IND.

Crabbs-Reynolds-Taylor Co., grain, seeds.*†

DENVER, COLO.

Ady & Crowe Mercantile Co., grain, hay, beans.*†

DECATUR, ILL.

Baldwin & Co., H. I., grain dealers.*

DES MOINES, IOWA

Lockwood, Lee, grain brokerage.*

DULUTH, MINN.

White Grain Co., grain and hay.*†

FORT DODGE, IOWA

Christensen, Geo., broker.

GREENVILLE, OHIO.

Grubbs Grain Co., E. A., wholesale grain, wheat, corn, oats.*

INDIANAPOLIS, IND.

Bingham Grain Co., receivers and shippers.*
 Cleveland Grain & Milling Co., grain dealers.*
 Kinney, H. E., Grain Co., grain, hay, feed.*†
 Wallace Good Co., grain, stocks, cotton.

KANSAS CITY, MO.

Moore-Seaver Grain Co., corn and oats.*

LITTLE ROCK, ARK.

Farmer Company, E. L., grain and feed brokers.*

MEMPHIS, TENN.

U. S. Feed Co., receivers and shippers.†

MILWAUKEE, WIS.

Bacon Co., E. P., grain commission.*
 Kamm Co., P. C., grain merchants.*

MINNEAPOLIS, MINN.

Cereal Grading Co., grain merchants.*
 Cargill Elevator Company, milling wheat.*

NEW BERN, N. C.

Meadows, J. A. buyer, hay, grain and feed.*†

PEORIA, ILL.

Cole Grain Co., Geo. W., receivers and shippers.*
 Dewey & Sons, W. W., grain commission.*
 Miles, P. B. & C. C., grain commission.*†
 Mueller Grain Co., receivers and shippers.*
 Turner-Hudnut Co., grain commission.*

PHILADELPHIA, PA.

Rodgers, James J., flour, feed, grain.*

PITTSBURGH, PA.

Harper Grain Co., grain commission.
 McCague, R. S., grain and hay.*†

ST. LOUIS, MO.

Martin Grain Co., rec. exclusively.*†
 Hall Grain Co., Marshall, grain commission.*
 Mangelsdorf & Bro., Ed. F., seeds.
 Martin & Knowlton Grain Co., grain, hay, seeds.*†
 Nanson Commission Co., receivers, shippers.*†
 Picker & Beardsley Com. Co., grain, hay.*†
 Prunty, Chas. E., grain and seeds.
 Toberman Grain Co., grain, hay, seeds.*†

SIDNEY, OHIO

Chambers, V E., wholesale grain and hay dealer.*
 Custenborder & Co., E. T., carlot grain.*
 Wells Co., J. E., wholesale grain, seeds.*

TIFFIN, OHIO

Sneath-Cunningham Co., grain and seeds.

TOLEDO, OHIO

De Vore & Co., H. W., grain, seeds.*
 King & Co., C. A., grain and seeds.*†
 Southworth & Co., grain and seeds.*†
 Wickenhiser & Co., John, grain dealers.*
 Zahm & Co., J. F., grain and seeds.*

WINCHESTER, IND.

Goodrich Bros., wholesale grain, seeds, hay.*†

*Members Grain Dealers' National Association. †Members National Hay Association.

UNIVERSAL GRAIN CODE

GRAIN and MILLING TRADES

MITCHELL BROS. PUBLISHING CO.,

Its 146 pages contain 13,745 expressions, printed on Policy-Bond Paper, and bound in Black Flexible Leather—Size 7x4½ inches. Price \$3.00

431 S. Dearborn Street, CHICAGO, ILL.

Elevator Machinery and Supplies Flour and Feed Mill Machinery

PULLEYS, SHAFTING, GENERAL POWER TRANSMISSION MACHINERY, ROLL GRINDING AND CORRUGATING. LARGEST FACTORY AND STOCK IN THE WEST.

GREAT WESTERN MFG. CO.

General Offices and Works:
LEAVENWORTH, KANSAS

Warehouse and Sales Room:
1400-1402 West 12th Street
KANSAS CITY, MO.

SEE THAT YOUR CONTRACT CALLS FOR

THE CUTLER MEAL DRYER



SOLD BY ALL
MILL
FURNISHERS

Not An
Experiment

All Metal Steam Dryer

IN SUCCESSFUL USE 40 YEARS DRYING

CORN MEAL, HOMINY, BREWERS' GRITS AND MEAL, AND ALL CEREAL PRODUCTS. ALSO SAND, COAL DUST, GRAPHITE, CLAY, ORES, ETC.
Automatic in operation, requiring no attention

THE CUTLER CO., North Wilbraham, Mass.

CATALOG ON REQUEST

Books for Millers and Grain Dealers

WALLS, BINS AND GRAIN ELEVATORS, by Milo S. Ketchum. Illustrated, 556 pages.

Price\$5.00

ROPP'S CALCULATOR, new and improved edition, with complete grain tables, and other invaluable discount and stock tables. Price.....\$1.00

ROBINSON'S TELEGRAPHIC CIPHER, revised and enlarged.

Price\$2.00

MILLING KINKS, contains 169 illustrated handy devices of great value to the practical elevator operator and miller. Price...\$1.25

SHAFTING, PULLEYS AND BELTING, by Herbert E. Collins. An invaluable work for mills and elevators, or any other place where machinery is installed; well illustrated.

Price\$1.50

FUMIGATION METHODS, by Prof. Willis G. Johnson. A complete practical treatise on the fumigation of elevators, mills, etc.; 313 pages; illustrated. Price...\$2.00

FEEDS AND FEEDINGS, by Prof. W. A. Henry. Illustrated, 613 pages.

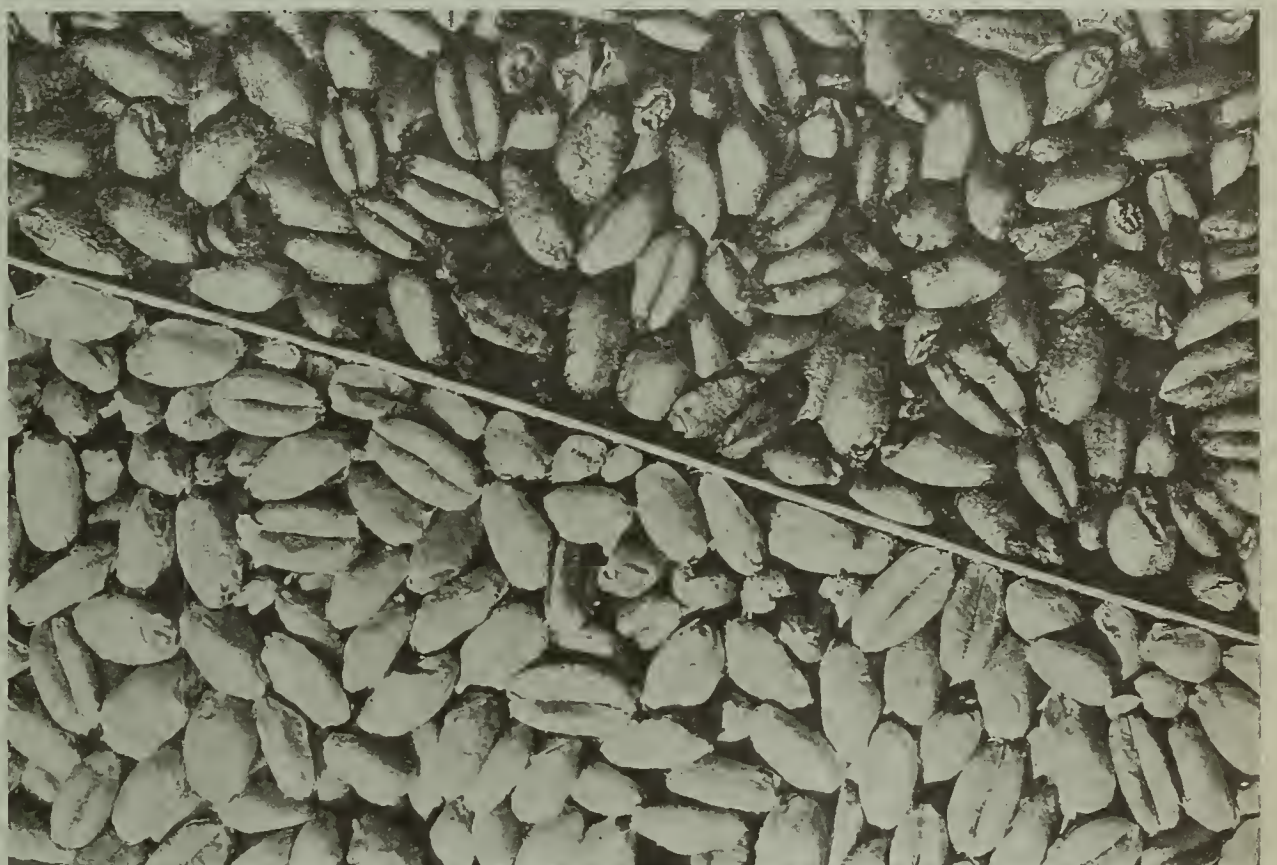
Price\$4.00

UNIVERSAL GRAIN CODE, and Mill Feed Supplement. Price..\$3.00

Any of the above sent postpaid on receipt of price

**MITCHELL BROS.
PUBLISHING CO.**

431 S. Dearborn St. Chicago, Ill.



Pays for Itself With Six Carloads—

Take wheat with 10 cts. smut dockage—

Wash six carloads of it—

Deduct operating cost of $\frac{1}{2}$ to 1 cent per bu.—

The profit more than pays for a twenty-bushel machine.

Do this and you have equipped yourself with a machine that, in addition to making smutty wheat clean, will remove many other forms of dirt, cool heated wheat, and freshen wheat that is slightly musty.

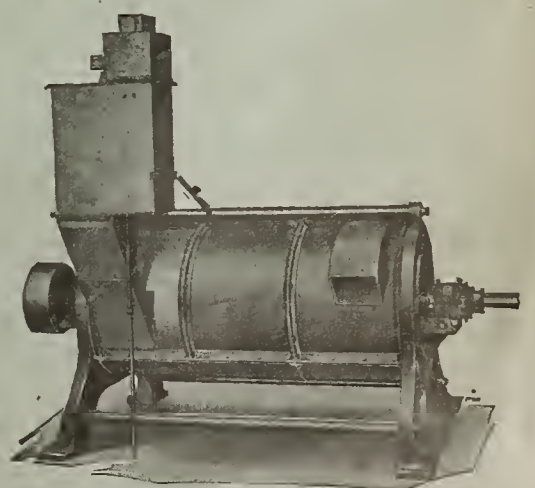
THE WOLF COMPANY

64 Commerce St.
Chambersburg, Pa.

THE ILLUSTRATION

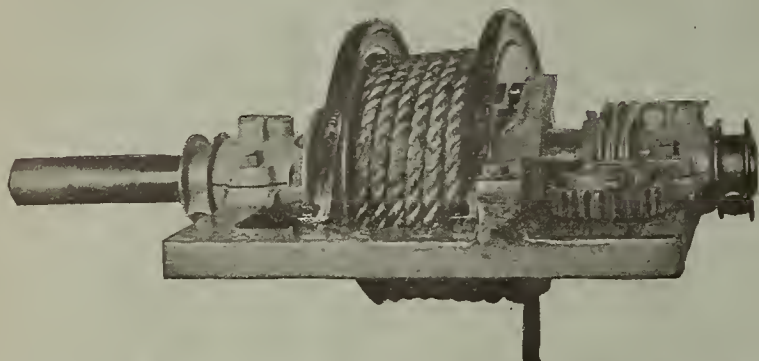
is made from a slightly enlarged photograph (with no faking or retouching) of some white winter wheat, smutty and washed. It netted the dealer a fine profit.

WOLF-DAWSON WHEAT WASHER AND DRIER—



SOMETHING NEW WELLER POWER SHOVEL

(PATENTED)



One of our customers who tried out a Weller Shovel said, "If an operator ever uses one of your new shovels he will never use any other make. It sure does the work and is easy to operate."

Claims of superiority for Weller Power Shovel—No counter weights—No counterweight ropes. Pulls at any point the shovel is stopped. Less Noise and vibration than any other shovel on the market. Positive in action. Never misses engaging the clutch. Easy on the operator. Occupies less space. Time is saved in erection. Shipped Ready to install.



Send for Power Shovel Circular
WE MAKE A COMPLETE LINE OF
GRAIN HANDLING EQUIPMENT

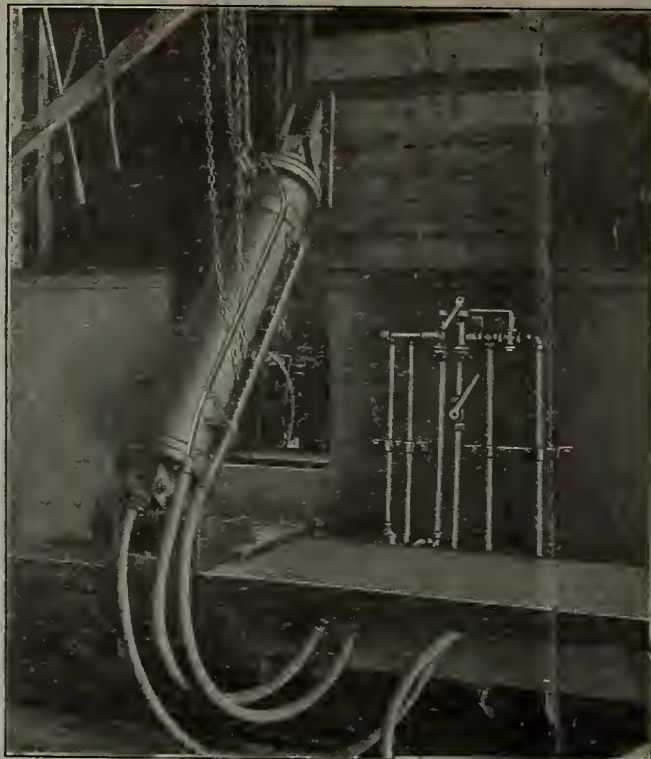
WELLER MFG. CO.

1820-1856 N. Kostner Ave.

CHICAGO, ILL.

SALES OFFICES

New York Buffalo Baltimore Pittsburgh Detroit St. Louis
Omaha Salt Lake City San Francisco



Peterson Grain Door Remover (Mfg. under License)

Stop Chopping Grain Doors!

It's no longer necessary to chop your way into a car of grain! This tool **pushes** the doors in quickly and easily—entire sections at a time, without breakage.

The PETERSON *Pneumatic* Grain Door Remover

does in two minutes what it formerly took two men to do in 15 minutes to half an hour. With 100 lbs. air pressure it exerts 6000 lbs. pressure on the door. Surplus air available for cleaning, signalling, etc.

Many large elevators have found that the Peterson soon pays for itself in saving time and reducing unloading costs.

PANK Grain Door Remover

This simple, powerful tool costs less than any similar machine on the market. Turning the flywheel develops all the pressure needed to open any door or entire section. Installed in either new or old elevators.

Write for our special catalog on grain door removers.



Pank Grain Door Remover

Everything for Every Mill and Elevator

The Strong-Scott Mfg Co.
Minneapolis Minn. Great Falls Mont.
In Canada: The Strong-Scott Mfg. Co. Ltd. Winnipeg



MOHAWK



RUBBER BELTING

For many years the Standard Belting for elevators.

Specify this belting when contracting to build or remodel.

Demand it when ordering direct.

The Gutta Percha & Rubber Mfg. Co.

301 W. Randolph St.

CHICAGO

New York

Boston

Philadelphia